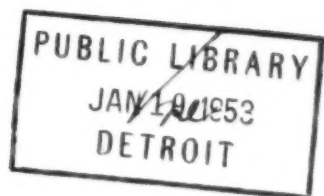




TECHNOLOGY DEPT.



ENGINEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



**JANUARY  
1953**

European Reports on Moulding Starch  
Thermal Efficiency: Cost & Quality Factor  
Metal Cans As Re-Use Containers  
Quality Manufacturers for 1952 Named

✓ R v.33 1953

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in Chicago

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Center of the World*

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# The Manufacturing Confectioner

READ WHEREVER CANDY IS MADE

JANUARY 1953  
Vol. XXXIII No. 1

## — IN THIS ISSUE —

Readin' Writin' and Candy .....	6
Confectioners' Briefs .....	8
Flashbacks to 25 Years Ago .....	12
Thermal Efficiency in Confectionery Processing ..... J. Koch	17
Physical Changes in Moulding Starch Used for Fondant Cream Casting ..... A. Walter Liebig	23
Up-to-Date with Brodrene Cloetta A/S .....	26
Patents .....	28
What's New In Candy Equipment .....	34
Technical Literature .....	37
Supply Field News .....	38
Metal Candy Boxes Make Fine Re-Use Containers ..... Alice W. Burnham	42
National and Radio Advertising .....	44
Paradise Chocolates Produced in Modern Plant .....	46
Candy Clinic .....	48
Recognition of Quality .....	52
News of Associations .....	53
A Letter to the Trade Press ..... E. J. McCoy	55
Distribution-Sales-Advertising News .....	56
Confectionery Brokers .....	57
Clearing House .....	61
Advertisers' Index .....	62

COVER: A view of the Sheffman Starch Conditioning System Installation at Charms Company, Bloomfield, New Jersey.

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# Readin' . . . Writin' . . . and Candy

**C**HEMISTRY IN CANDY MANUFACTURING was brought to the attention of over 60 thousand chemist members of the American Chemical Society. Dr. Rimpila, E. J. Brach & Sons; Mr. H. B. Cosler, Quartermaster Container Institute; Dr. L. F. Martin, Southern Regional Research Laboratory; Mr. Philip Gott, N.C.A.; Dr. H. A. Neville, Lehigh University; and Dr. K. E. Langwill, Drexel Institute of Technology aided the author, W. H. Shearon, Jr., Associate Editor of Chemical and Engineering News, in the preparation of the article which appeared in the November 3, 1952, issue.

Do you conduct triangle tests for flavor on your candy? Do you depend upon your supplier for quality of raw materials purchased? Have you tried acetostearin for slab dressing? Why don't some of the large candy firms exploit radical developments, if only on a small scale? What is the future of maraschino-style cranberries in cordial cream? Fundamental studies are necessary if candy technology is to advance. How can "sticky" and "non-sticky" qualities be measured? When or if you read this article in C&EN, devote some thought to problems in your plant: they are not unlike those existing in rival factories. The answers are up to you!

**T**HE ATLANTIC MONTHLY, found in libraries, on newstands, or perhaps, in the homes of candy lovers, has long enjoyed a fine reputation among literature conscious individuals. A four page, Public Interest Advertisement entitled, *Licorice: Dark Mystery of Industry*, written by Mr. William W. Walker, President, MacAndrews & Forbes Co., was in the November, 1952, issue. The history, usages, and just about everything (and that's a lot) anent this popular raw material is interestingly portrayed. We wished that space in THE MANUFACTURING CONFECTIONER permitted the reprinting of this article. Attention candy companies in general! Are you neglecting the possibilities of licorice candies?

**I**NTEREST in candy seems to increase directly as the months fall into line to form the year. December is the high month. In the December, Good Housekeeping, about a dozen pages of *Christmas Candy* recipes and pictures demand attention. Borrow a copy from the Mrs., and see what the woman's publications are doing. Might even be an idea lurking in those pages that an astute manufacturer could chocolate coat!

**N**ATIONAL Aniline Division, Allied Chemical & Dye Corp., (food color producers, in case your memory is faulty), proudly present *The Aniline Story*. Maybe, you enjoy broadening your horizon, if so, send for a copy. If you fail to keep alert, you may get the axe, like natural indigo did years ago. The Aniline romance might even interest your son into taking a scientific course at some of our schools. Heaven knows, we could use some more trained scientists in confectionery plants.

—W.H.C.



## **SUGAR** wins the customer's vote—every time!

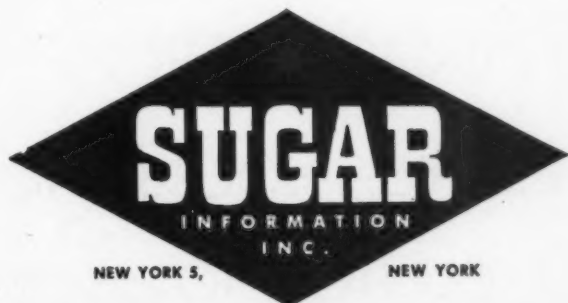
CANDY made with sugar\* has always been preferred by an overwhelming majority of the nation's consumers. Sugar leads in quality—in value—in complete consumer satisfaction. No sweetening agent has more ardent supporters among America's consuming public.

Furthermore, sugar is economical. It gives you 25 to 50% more sweetening power—is easier to use—requires no special handling or storage.

Put your product on the sugar bandwagon and watch sales really roll!

For up-to-the-minute facts explaining why sugar is the safest, most effective, and in the long run the least expensive sweetening agent you can use, write Dept. H.

\*Sucrose—cane and beet sugar.



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YOU  
MAKE THOSE  
GOOD CANDIES  
PEOPLE  
ENJOY  
EVERY DAY  
USE



CORN SYRUP  
CORN STARCH  
AND DEXTROSE  
CLINTON FOODS INC  
CLINTON IOWA

## Confectioners' Briefs

• **George H. Williamson**, chairman of the board of Williamson Candy Company, Chicago was elected president of the Illinois Manufacturers' Association for 1953, at the 59th annual dinner meeting of the association held December 9, in the Conrad Hilton Hotel.

• **See's Candy Co.'s** employees voted 110 to 78 against unionizing, in a voting conducted by the National Labor Relations Board staff men. The voting followed a long campaign by AFL Retail Clerks Union in all the company's stores.

• **Cora Lou Confectioners Incorporated**, which was recently reorganized, has acquired the Allegretti Candy Company of San Francisco. Cora Lou will incorporate the manufacture of Allegretti chocolates along with their own specialties which are sold on a national basis to all the better confectionery stores and concessions across the country.

• **Edwards S. Lecky**, comptroller and assistant treasurer, Life Savers Corporation, Port Chester, New York, has been elected to membership in the Controllers Institute.

• **George M. Binon**, the candymaker, has turned to making cookies that are as outstanding as the first Rosemarie candies which he introduced a dozen years ago. The tiny "bon bon" cakes which Mr. Binon is turning out on his especially invented machine are receiving the master's touch—each piece is being trimmed elegantly by hand.

• **Sweets Company of America, Inc.**, has elected Sam E. Rich as vice president. Mr. Rich has been Sales Manager of the Company for many years, in charge of Sales Promotion of well-known Tootsie Rolls and other products of the Company.

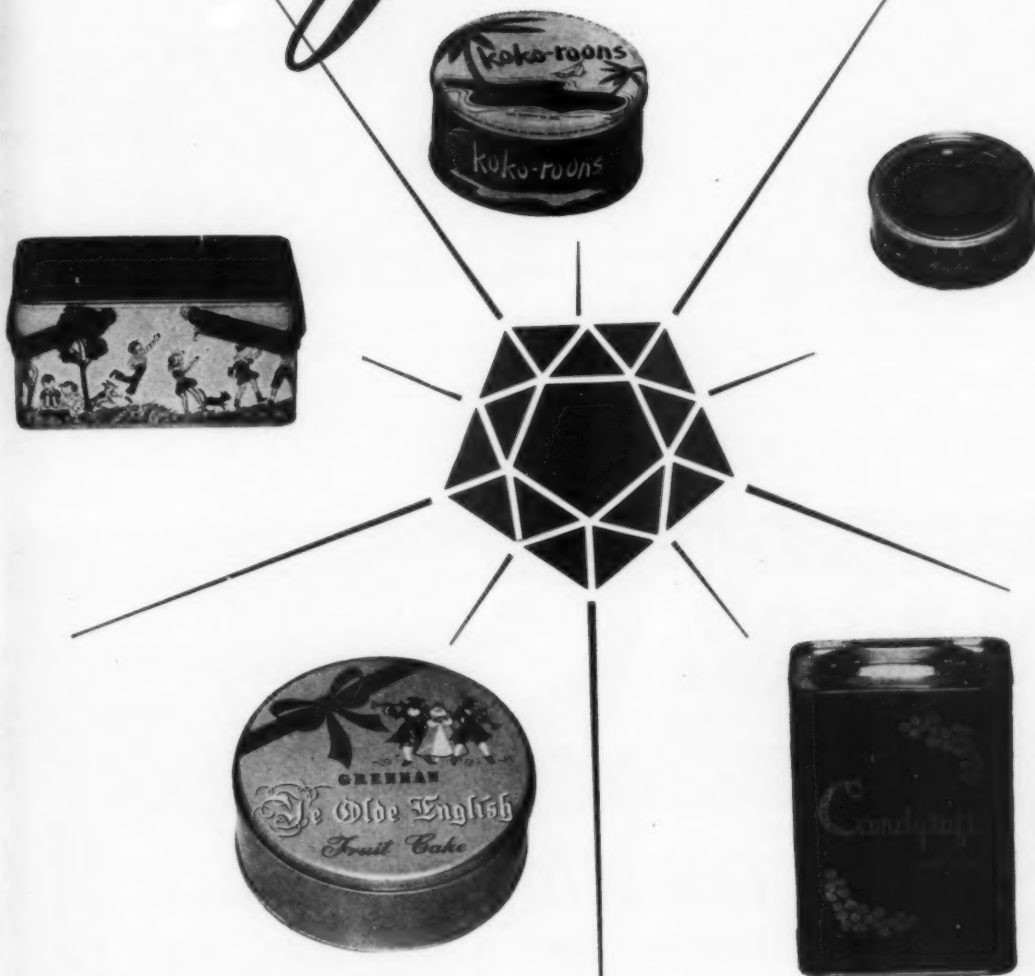
• **William M. Noonan** was elected president of Stephen F. Whitman & Son, to succeed Louis L. McIlhenney, who will continue as chairman of the board and chief executive officer of the company. At the same meeting the Board of Directors elected Thomas H. Sharp to the office of executive vice president.

• **R. N. Rolleston**, of the Williamson Candy Company, Chicago, acted as spokesman for the National Confectioners' Association, when he appeared before George L. Prichard, Chief of the Fats and Oils Branch, Production and Marketing Administration, U. S. Department of Agriculture recently. The oc-



“Gems”

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of Quality-Service*

**Personal Designs Our Specialty**

*Quality* **OLIVE CAN COMPANY** *Service*  
MANUFACTURERS • DESIGNERS  
PLAIN • LITHOGRAPHED  
**METAL CONTAINERS**  
450 N. LEAVITT ST., CHICAGO 12, ILLINOIS

casion was the 1953 Peanut Price Support Meeting held in Washington, D. C. in December.

• **The Dimling Candy Co.**, which has been in business in Pittsburgh for the past 77 years, seems to have narrowly escaped a shut-down and complete liquidation. During recent labor negotiations, Mr. Herbert R. Dimling, owner, dramatically announced his firm's retirement from the candy manufacturing business. According to Mr. Dimling the move became necessary when after several days of strike, which tied up the 11 Dimling candy stores and the factory, the disputing parties still failed to reach a satisfactory agreement.

However, with the assistance given by the Labor-Management Council of the Chamber of Commerce, the strike is over, and the Dimling factory and shops are again in operation.

### Whitman Receives Award

Cited as a "pioneer in the use of air conditioning," Stephen F. Whitman & Sons, Inc., through its president, L. L. McIlhenney, was awarded a "pioneer" plaque. Mr. Lloyd Church, left, Philadelphia district manager for Carrier Corporation presented the award to Mr. McIlhenney.

The citation to the Whitman firm said: "Stephen F. Whitman & Son, Inc., was one of the earlier candy firms to recognize the value of air conditioning in maintaining conditions suitable for the manufacture of candy through-

out the year, and in turning out a product of the finest quality and appearance. Their first installation was made in 1916 for a chocolate coating room. Alert in seeing the advantages of the air conditioning industry's great new refrigerating device, the centrifugal machine, which



had been developed by Willis Carrier in 1923, the Whitman Company placed the first order for these machines received by Carrier Corporation. Three machines were installed in 1924 on this initial contract and a number of additional machines were obtained in succeeding years. Virtually the entire Whitman plant is now air conditioned."

# SPEAS

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for jellied candies

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jellied candies—ready for  
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### CONCENTRATED APPLE JUICE

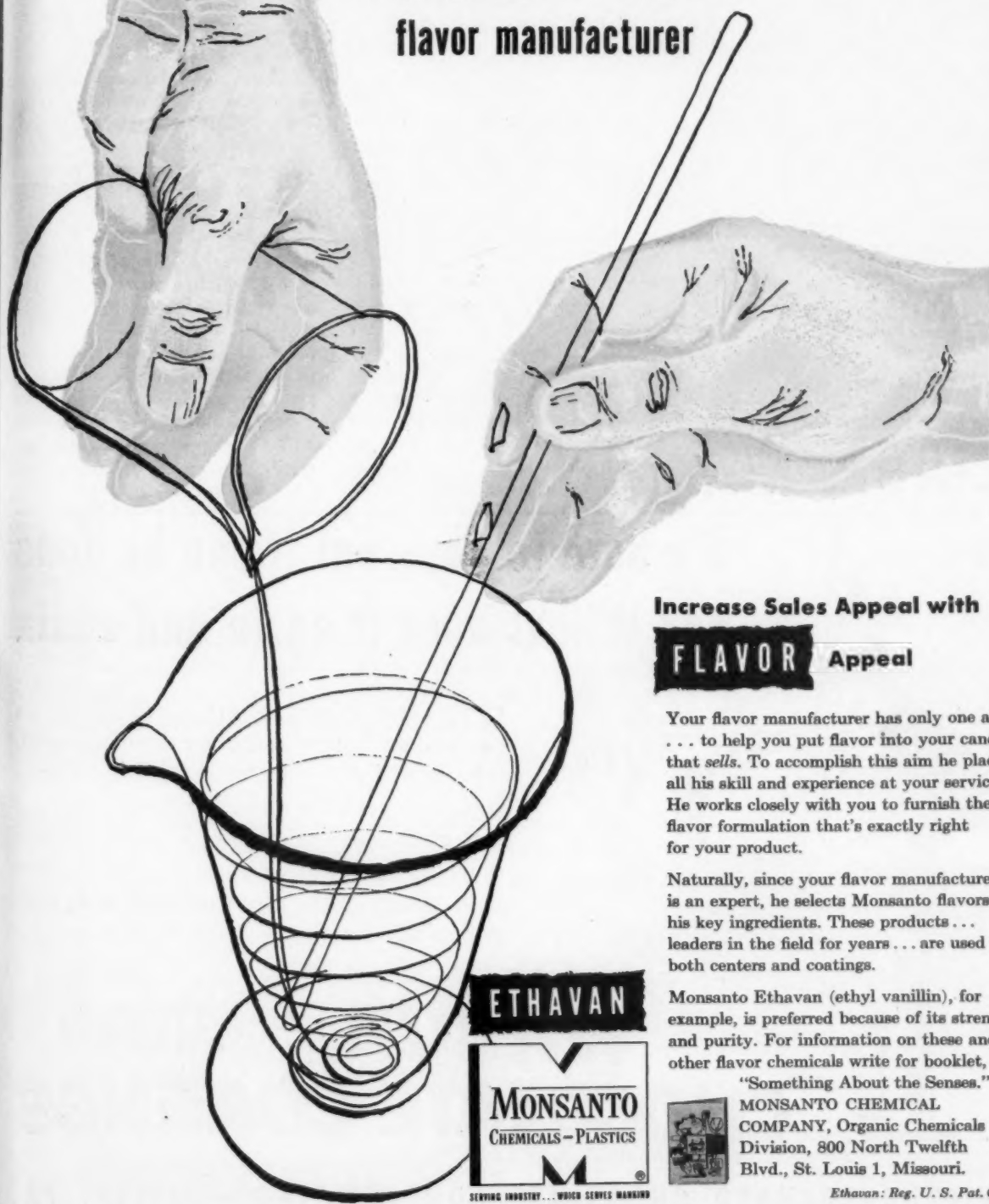
*Plants in Apple Regions From the Atlantic to the Pacific*

**SPEAS COMPANY, General Offices, Kansas City 1, Missouri**

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great  
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Whit-  
nines  
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ondi-

helping hands... of your  
flavor manufacturer



Increase Sales Appeal with

**FLAVOR** Appeal

Your flavor manufacturer has only one aim . . . to help you put flavor into your candy that *sells*. To accomplish this aim he places all his skill and experience at your service. He works closely with you to furnish the flavor formulation that's exactly right for your product.

Naturally, since your flavor manufacturer is an expert, he selects Monsanto flavors as his key ingredients. These products . . . leaders in the field for years . . . are used in both centers and coatings.

Monsanto Ethavan (ethyl vanillin), for example, is preferred because of its strength and purity. For information on these and other flavor chemicals write for booklet,

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MONSANTO CHEMICAL  
COMPANY, Organic Chemicals  
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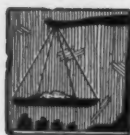
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**ETHAVAN**

**MONSANTO**  
CHEMICALS - PLASTICS

SERVING INDUSTRY... WHICH SERVES MANKIND





# Flashbacks . . . .

to 25 Years Ago

**I**N the editorial for the first month of the new year 1928, our editor talked of "The New Mental Attitude." "The Year through which we have just passed," he wrote, "has provided one of the best tonics the industry ever had. It has done more to pull us out of our attitude of self-complacency than any development since the war." He further commented on the industry's mental attitude toward science, and the final realization that our enemies were outside the candy industry.

**T**HE problem of chocolate graying was another discussion from the editor's pen. Research work being done at that time indicated that "the chocolate graying problem will ultimately be solved." It was acknowledged that this problem constituted the most serious handicap which confronted the merchandiser of candy, and urged that all researchers cooperate to solve it.

**C**OCOA Beans were divided geographically according to the var-

*ious types, with the thought that what each kind would do to a cake of chocolate should prove of value not only to the coating manufacturer but to the buyer of raw materials.*

Another in the series of articles, "From Montezuma to the Modern Confectionery Factory," this one entitled "Who Gets 'Lot X'?" offered some practical suggestions on how to examine vanilla beans. The points brought to the attention of the candy manufacturers by Mr. Lund in this series included all the pertinent information and warnings that could be gathered at that time. The buyers for the candy plants were cautioned against accepting the suppliers' lines on confidence alone. It was pointed out that in many instances the men superintending the large vanilla grading establishments were too busy to supervise each order personally, and that very often the workers were no more qualified to select quality vanilla beans than any other man.

Some of the points to be covered by the buyer of vanilla beans were: size, which indicates the development and maturity of the fruit; the aroma, which is the first indication of anything wrong with the bundle; soundness of the beans is evidenced by a soft, pliable, but not mushy bean; prime beans possess a waxy or greasy dark chocolate color; the presence of moisture indicates improper curing; crystallization guarantees the beans to be well-cured and free of surplus moisture; and it was pointed out that blemishes, scabs, warts, etc. were caused either by insects or bruises.

It's the trade slang for vanilla below par—"Lot X", and anyone can get it if he isn't watching for the indications that show up in less-than-prime beans.

**S**OME advertisers of 1928 and 1953: Walter Baker & Co.; Blanke-Baer; Corn Products; Fritzsche Bros.; H. Kohnstamm & Co.; National Aniline; Nulomoline Co.; Oakite Products; Union Confectionery Machinery; and Vacuum Candy Machinery Co. Good names kept alive through the power of consistent advertising and excellent industry service. Congratulations!



## It's hard to do...but it can be done and Wilbur does it again and again

**T**HE exact meeting of ALL specifications for coatings, liquors and other chocolate products year in and year out is not easy. Candy manufacturers know they can rely on Wilbur for that exceptional uniformity of product which simplifies their manufacturing and assures a constant quality. You, too, can build sales with Wilbur uniform quality chocolate coatings.

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Sweetheart  
for  
Sales

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Coat 'em or not as you like. Top 'em with almonds, and call them by any name. These almond semi-chewing cuts are *good candy*. In the words of the candymaker who made the test-batch for our photo above, "Any combination of almonds with chocolate or caramel is a sure bet."

It's an equally good bet that *Blue Diamond* Almonds can minimize handling costs in your plant. With Blue Diamonds you are sure of accurate size-grading and uniform quality without bitters, dust, or foreign particles. Adequate supplies are readily available when you want them. Write today for current favorable prices . . . for samples and for our free 16-page formula booklet.

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and 221 North La Salle Street, Chicago 1



The Nation's Favorite Candies are ALMOND CANDIES

## \*Here's your formula

- 15 lbs. water
- 50 lbs. granulated sugar
- 50 lbs. corn syrup
- 15 lbs. invert sugar
- 50 lbs. desiccated macaroon coconut
- 35 lbs. casting fondant
- 1/2 lb. salt
- 7 lbs. frappé whip
- 15 lbs. Mission sheller-run almonds
- 5 lbs. Nonpareil whole or broken almonds (lightly roasted)
- vanilla, raspberry, lemon or maple flavor with colors to match

Combine water, sugar, corn syrup, and invert sugar in a double action mixing kettle, mix occasionally and boil. Cook to 245°-248° F. Turn off heat, add salt and desiccated coconut. Mix well, add fondant and continue mixing until fondant is melted. Add frappé, color and flavor, mix and add Mission sheller-run almonds. Spread on oiled slab, dust with fine granulated sugar. Roll to thickness of 1" to 1 1/2" then press or roll Nonpareil whole or broken almonds into surface. Cut into bars or pieces, then roll in granulated sugar or coat with icing or chocolate.



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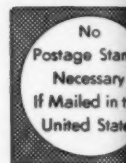
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# Thermal efficiency in confectionery processing

by J. KOCH

WE hear a great deal about fuel economy these days, but rarely much about the basic properties of chocolate and confectionery which are the starting point of any investigation into the thermal efficiency of a process.

Thermal efficiency is not only a cost factor of importance, but frequently also a quality one. If heat is wasted in a process application, it may simply disappear into the atmosphere or the cooling water, but it may also reappear in some potentially more harmful form and cause unexpected variations in product quality. The object of constructing a heat balance is to trace the heat changes which occur in the course of a particular process; the information obtained may then be used either to reduce unnecessary expenditure on fuel and power, or to readjust the heat distribution so as to effect a process improvement, usually towards more stable control and a more regular product.

A heat balance is actually a detailed breakdown of the energy changes which occur during a process, for heat and energy are two ways of expressing the same thing, and it is as firm a physical law that *energy* can neither be created nor destroyed as it is that *matter* can neither be created nor destroyed. The forms of energy conversion which occur in confectionery making are fairly numerous, but they can all be isolated and expressed in terms of simple heat units. The product itself has sensible heat, which can be calculated from its temperature and specific heat, and it also has 'latent' heats, comprised of heats of formation, evaporation, solidification and so on.

During the operation of the process itself, there are inevitably heat exchanges between the product, the plant in which it is processed, any processing fluid involved (such as air) and the atmosphere, and there is usually also some generation of frictional heat. If they can all be computed, they can be checked one against the other, for everything that goes in must come out, and the completed balance will show the extent to which the process is really achieving its main aim. We have all met boiling pans which were better at heating the room than evaporating moisture, or grinding machines which were more apt to char the product than to grind it, and it is just for the eradication of weak spots such as these that the heat balance is of such value.

## *Analysis of Heat Exchanges*

Sensible heat is quite straightforward and requires only a knowledge of the relevant specific heats—1.0 for water, about 0.5 for oils and fats, 0.3 for most edible non-fatty dry matters (e.g. sugar, fat-free cocoa solids,

etc.) and 0.1 for the commoner metals. The specific heat of a mixture may be roughly estimated from its composition, for instance 0.53 for an ordinary saturated sugar solution (67% sucrose, 33% water), or 0.43 for raw cocoa (46% fat, 6% moisture, 48% solids).

Evaporation in confectionery work is for the most part confined to water, all the relevant data for which can be read straight off from steam tables. If a saturated solution of sugar is to be boiled to dryness, for instance, one pound of moisture must be driven off for every two pounds of sugar. In round figures, this means a minimum heat input of 500 BTU for every pound of hard candy produced; most plants consume considerably more fuel than this, and some waste of heat is inevitable, but it should not be overlooked that it is also possible to devise special continuous production units which will consume even less, so that any final judgment of a process should be based on a study of the complete heat balance rather than on any single indicator of efficiency.

The precise calculation of heats of evaporation is rather more involved. Apart from the heat of concentration of a sugar solution, the heat of evaporation itself also varies with the vapor pressure at which the evaporation occurs, being greater under vacuum than under pressure; the vapor from a boiling sugar solution is also superheated steam, not saturated steam, and the degree of superheat is equal to the elevation of the water boiling point due to the concentration of sugar. Rather similar considerations apply also to cocoa roasting; if 5% moisture is to be evaporated per 100 lbs. of raw bean, roughly 5000 BTU is the minimum heat to roast 100 lbs. of bean, but again there are second order corrections for the vapor pressure at which evaporation actually occurs (if the temperature at the time of evaporation is less than 212° F, as it usually is in most roasters) and for the traces of acetic acid which are also evaporated (latent heat of evaporation about 160 BTU per lb under typical roasting conditions). For the majority of cocoa roasters in everyday use, there is also a great deal of heat thrown to waste, and the usual total heat consumption of 25000 to 35000 BTU per 100 lbs. of bean is a measure of their inefficiency.

### **Condensation and Solidification**

Solidification is usually confined to fats, though water may occasionally be involved. Where moisture is concerned, it is important not to overlook that both condensation and solidification may occur more or less simultaneously, as in the icing up of coolers; the heat of condensation is obtained from steam tables and an additional 144 BTU added for any formation of ice or snow. The solidification of fats is for the most part not so precisely calculable, as it depends to some extent on the completeness of the crystallization achieved in the particular process. In the case of cocoa butter, the heat of solidification is usually taken as 50-60 BTU per pound of fat solidified; for soft fats, which generally owe their softness to fractions which remain molten, rather lower figures are applicable, but the hardest fats rarely have a heat of solidification exceeding 65-70 BTU per pound.

These comprise the main forms of heat absorption and rejection by the product, but it should not be overlooked that there are also other 'latent' heats. One of these, the heat of concentration of a sugar solution, has already been referred to; sugar absorbs heat when it is dis-

solved and concentrated, and gives it out when it is diluted and crystallized, but the maximum effect is not more than about 25 BTU per pound of dry sugar, and it may well be that the effect is negligible by comparison with other effects in most confectionery applications.\*

Other ingredients may also give out or absorb heat when they dissolve, and there are certainly heats of formation of new compounds in processes such as the alkalization of cocoa, the inversion of sugar, or various flavor development processes, but they are usually such a minor item in the whole balance that they can be neglected. In practice, it is only necessary to bear in mind that such complications do exist and that there is therefore a margin of error in any computation. Common sense considerations must usually suffice for an indication as to whether there is any possibility that a heat giving or heat absorbing reaction of this type is occurring on a sufficiently grand scale to make a significant difference to the overall heat balance.

### **Stray Heat Losses and Gains**

So far, all the factors treated have been relative to the product itself. So much heat is needed to raise the temperature of the product and so much more heat to complete any evaporation; alternatively, so much cooling to reduce its temperature, and so much more cooling for any change of state, such as solidification of fat or crystallization of sugar. When the heat actually consumed or absorbed corresponds with these theoretical figures, it is usual to say that the thermal efficiency of the process is 100%, a most misleading statement since efficiencies of several hundred per cent are often attainable on suitably designed units; in fact, an apparent efficiency of 100% means very little indeed, for it may only result from one kind of process when it is excellently managed, or from another only when it is appallingly mismanaged. The true picture does not emerge until the complete heat balance can be established. The missing items, which are often more significant than the processing heat itself, are the stray heat losses and gains. There is always some exchange of heat between a machine and the surrounding atmosphere; there is often some pickup of heat in the form of friction, and there may also be some re-use of heat in the process itself, as when the heat of condensation of an evaporated vapor is used to pre-heat the feed in a continuous process, or a bean cooler is arranged to pre-heat the air in a cocoa roaster.

Frictional heat is very simple—for every horsepower put into mixing or grinding of a product, 42.4 BTU are automatically generated in the product every minute. In the case of a grinder pulverizing cocoa at 600 lbs. per hour and absorbing 24 H.P., 1018 BTU are released per minute; if the cocoa has a specific heat of 0.4, it will theoretically be raised in temperature by 254° F. In any practical grinder, of course, such a temperature rise would result in evaporation which would cool the cocoa, and some of the heat would also be absorbed and dissipated by the parts of the machine. The final temperature of the cocoa and the machine will then be an equilibrium one at which the rate of heat dissipation just balances the rate of heat generation. Many machines are specially cooled so as to ensure the immediate dissipation of this heat, but it is in the simpler applications that frictional heat is often overlooked; for instance, if air is circulated

(Please turn to page 20)



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(from page 18)

by a fan, at least 80% of the power put into the fan usually reappears in the air as a temperature increase (the remainder being dissipated as heat losses from the fan and motor bearings, the driving belts or gears, the motor windings and so on).

### Estimating Heat Losses

The most difficult factor to assess accurately, and frequently the largest single item, is the dissipation of heat into the atmosphere. Where the product is discharged from the process at a temperature above or below that of the atmosphere, there is an immediate loss which is readily calculable; similarly, when hot or cold air (or any other processing fluid) escapes, there is also a loss which must be assessed if the balance of heat flow into and out of the system is to be correctly determined.

The loss of heat through the walls of a machine, commonly, though usually incorrectly, called radiation, is a most important component which must usually be computed on the basis of the published equations for rates of heat loss (or gain, in the case of coolers). For a machine in a reasonably still atmosphere, it is usually of the order of 1.5 to 3 BTU per hour for each square foot of exposed surface and for each degree Fahrenheit temperature difference between the exposed surface and the surrounding atmosphere.

The effect of insulation is to reduce the temperature difference; its effect is calculated by trial and error, the known conductivity of the insulating material giving the

surface temperature at any given rate of heat loss, and the convection or radiation equations indicating whether this temperature is consistent with the same rate of heat loss from the surface to the atmosphere. Such estimates of radiation loss can usually only be made very approximately, and though a vast number of equations will be found in the standard works on heating, cooling and ventilation, they all tend to give rather different results, and it is usually only practicable to make an intelligent guess after a careful survey of all the relevant conditions and a comparison with the published experimental results.

In spite of the relative crudity of many of the figures, however, the attempt to construct a heat balance for a process is usually well worth while, as detailed analysis leads eventually to a very fair picture of how much of the heat is being usefully employed, and how much can safely be written off as legitimate loss; if losses, legitimate or not, form a high proportion of the total heat throughout, it is morally certain that the process is not at all effectively controlled and is liable to go wrong every time the weather changes, or some apparently insignificant detail is altered. It is also only after making such an analysis of heat gains and losses that the real possibilities of fuel saving techniques can be assessed on any absolute basis.

\* For a detailed analysis of the heat of solution and concentration of sugar, see THE MANUFACTURING CONFECTIONER for February 1951, p. 22.



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# Physical Changes in Moulding Starch

## Used for Fondant Cream Casting

by A. WALTER LIEBIG

**M**ODERN machines for the production of cream, fondant, liqueur and jelly goods combine into the one unit not only starch printing devices and liquid or paste depositing machines, but also starch cleaning and starch tray filling units. Because of the very considerable depositing capacity of these combination machines—2 to 5 tons of sweets per 8-hour working period—relatively large quantities of starch are needed to fill the circuit of trays. Not only is a circuit of 1500 to 2000 trays commonly needed to insure continuity of production, but with them, some 5 to 10 tons of moulding starch must also be turned over each day.

Apart from one or two special cases, starch for moulding purposes is compounded of Wheat Starch and Maize Starch. The commonly used mixture comprises 50% of

each. Many experienced operators favor an addition of from 10% to 20% of white Talcum powder which, while of mineral origin, is said to improve the capacity of the mixture to hold up. As the cast centers retain only the barest traces of the starch after the cleaning process, so slight that one can refer to them only in terms of technically irreducible residues, the moulding material itself can safely be regarded as quite harmless from the point of view of contamination of a product intended for human consumption, even though an admixture of a substance such as Talcum powder may have been made.

In general, there is no particular difficulty about making good the continuous small losses of starch, such as occur in the form of stray dust or spillage, in addition to what is carried away on the outgoing sweets. Mostly one adds not more than 5% to 10% of the total quantity of powder in circulation; such additions are made at regular intervals and present no noticeable technical complications in the operation of the process. For making up purposes, the fresh starch is usually pre-dried until the moisture content has been reduced to some 5% to 8%, but for the rest it is only a question of securing a thorough mixing with the old starch already in circuit. Maintaining old starch in good condition is mainly a matter of regular sieving to remove the bits of cream which tend to collect in it, though it will probably also be occasionally subjected to an extra drying process, especially if liqueurs or other strongly alcoholic liquors are being deposited.

The conditions are quite different, however, when a complete new plant is being started up and when there is no gradual replacement of the old starch taking place, for then a large quantity of fresh starch must be drawn in all at one time. Under these conditions, there are a

*Moulding starch, to American candy makers, means corn starch, which contains a little refined mineral oil.*

*Because of a disastrous explosion in a large candy factory (THE MANUFACTURING CONFECTIONER, October, 1948, pages 54 and 76, and July, 1949, page 24), investigations have been conducted on the use of inert additives, such as calcium carbonate (THE MANUFACTURING CONFECTIONER, April, 1950, page 20, and May, 1950, page 12).*

*Talcum powder, magnesium silicate, as a starch additive, would hardly be acceptable here under existing Federal Food Regulations.*

*THE MANUFACTURING CONFECTIONER presents this and other articles from foreign sources for the purpose of keeping you abreast of candy manufacturing techniques throughout the world.*

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**CANDY PACKAGING**

**CANDY EQUIPMENT PREVIEW**

The Purchasing Executives  
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Figure 1  
Fresh moulding starch compounded of  
Maize and Wheat starches.  
Magnification: 500 times



Figure 2  
Moulding starch which has been in regu-  
lar use for not less than six months.  
Magnification: 500 times

large number of difficulties to be faced before the fresh starch acquires the same characteristics as the old, much used starch. At first the new powder betrays itself by its unusually large volume, its tendency to dustiness and its propensity for sticking firmly to the newly cast sweets. Satisfactory depositing of creams into fresh starch is in fact often almost an impossibility at the start, for the outer layers of sugar crystals show a tendency to detach themselves from the remainder, even giving the impression that the sweets are bursting. Further, the fresh starch does not stand up as firmly as the old when deep impressions are required from the plaster printing casts, nor does fine relief work reproduce at all satisfactorily. The walls of deep impressions in particular have a tendency to fall in. Although the same mixture of starches may have been used as before—namely, Maize and Wheat starches—and even though an admixture of Talcum is tried, the new starch is still sadly lacking in the properties which characterize a good moulding starch.

In practice, a great deal of attention has been devoted to this problem, though only seldom resulting in any very satisfactory solution of it. The man on the job has mostly had to accustom himself to the idea of a working-up period, usually a matter of 6 to 8 weeks, before his starch acquires the missing properties. Up to the present even the scientists have had very little to offer on these

comparatively minor disturbances of the production routine. For all that moulding starch is one of the key materials used in mass production of many sorts of confectionery.

Under the conditions existing in the processes where moulding starch is used, chemical changes can hardly be advanced as the reason for variations in the starch, at least so far as this type of defect is concerned. Even microscopic observations do not suggest any very apparent change in the structure of the starch particles. It seems more probable that essentially superficial physical characteristics of the starch granules may be responsible for the effect. If starch which has only recently been introduced into the system is examined under the microscope, under a magnification of 500 times, it can be seen that the Maize starch, in particular, abounds in straight edged and sharply angled particles. Wheat starch shows less of these characteristics, being largely compounded of elliptical or similar rounded edge particles. Figure 1 shows the typical appearance under the microscope of a mixture of Maize and Wheat starches, as they appear in the common blend of moulding starch when it is newly made up. The principal characteristics of the Maize and Wheat starches, insofar as they are revealed under the microscope, can be clearly seen in the illustration.

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The degree of change which the particles undergo in the course of several months' use in the production line is illustrated in Figure 2, which was prepared from a sample of well used starch of the same original composition. The pieces which were originally sharp and angular, principally those originating with the Maize constituents, have been to some extent rounded off by the constant working of the material, resulting in a greater apparent ductility of the starch. The rounding off of the particles also results in a greater apparent density of the starch, as such particles compress together more easily with the minimum formation of voids or intergranular spaces. This reduction of the intergranular space is of course the reason for the apparent contraction in volume and the impression of heaviness, and it can also be confirmed by determinations of the specific gravity. One can also draw comparisons with grains of sand, which settle together much more satisfactorily when they are ground and sieved to a fairly high and uniform degree of fineness, comparing with the voids which result when the mixture contains large and angular particles.

In the past it has very commonly been suggested that the aging of moulding starch is due primarily to the moisture which it picks up from the sweets, but it does not really appear that this is a factor of real significance. Even the probable admixture of sugar containing particles with the starch is hardly likely to have a major effect on the properties of the starch, for the larger tailings must be sieved out regularly, while the smaller particles, resulting from occasional pulverization of the sugar, can hardly be sufficient in quantity to cause

any very noticeable effect. Recent and thorough investigations have certainly suggested that the principal cause must be the continuous surface wear of the individual particles, due to constant frictional movement, leading to better stratifying and general moulding characteristics.

Once it has been accepted that purely external surface effects are at the bottom of the difficulties associated with the use of fresh moulding starch, it becomes much easier to formulate methods of artificial acceleration of the wearing and aging processes. Particularly useful tools for this purpose are melangeurs or edge runners, such as are to be found in almost every chocolate factory.

The machines selected for this pre-treatment of starch should be equipped with heating appliances and should be warmed through to a temperature of 122° F to 158° F. According to the size of the melangeur, from 100 to 500 Kgs (220 to 1100 lbs.) of fresh starch are tipped in and run for a continuous period of some 36 to 48 hours. The treatment causes a marked polishing, rubbing and grinding effect on the starch granules. A similar treatment in the multiple bladed types of dough mixer, with heated side walls, is also fairly effective, but the period for which the starch is treated in this class of machine usually needs to be at least twice as long as for the melangeur.

Such pre-treatment of starch may appear somewhat cumbersome and expensive at first sight, but the cost and trouble is well repaid by the improved productivity of the Mogul (or other depositing system), and not least by the marked reduction of loss in the form of damaged or otherwise inferior goods which have to be scrapped. When looked at in this way, it is usually found that pre-treatment of the starch is a well repaid operation.

### Imported Nut Candies Compete with Domestic Products

As part of the testimony offered by NCA, at a recent hearing held on tree nuts by the U. S. Tariff Commission in Washington, D. C., samples of foreign-made candies containing tree nuts were exhibited.

Almonds, filberts, walnuts, Brazils, chestnuts and pistachios are contained in the candies pictured. Obviously all these nuts are in plentiful supply and available to the foreign candy exporters.



The testimony called the attention of the Commission to the fact that the duty on imports of foreign nuts which domestic candy manufacturers must purchase is far greater than on similar nuts when imported in the form of finished candy.

Companies and countries represented by the candies in the display are England: Barker & Dobson, Harry

Voncent, Ltd., Rowntree & Co., Ltd., and Cadbury Brothers, Ltd., Switzerland: Chocolat Tobler, Ltd., Lindt & Sprungli; Holland: Tjoklat Fabriek; and France: Clement Faugier.

### Sugar Necessary for Dieters

In an article titled: "Delicious Desserts for Diet-Conscious People," found on page 120 of the December Cosmopolitan, food expert Poppy Cannon points out that depriving oneself of dessert does less toward reducing your weight than is usually thought. The widely publicized protein diets are more efficient if a certain amount of sugar is added.

Also it has been proven that sugar and sweets provide the most and quickest energy at the lowest cost, as well as being a most important brain food. The article points out that sweets eaten in moderation, like any other food, will not add weight, but rather provide a necessary adjunct to any reducing diet.

"Candy and Your Diet" by Dr. G. W. Rapp (THE MANUFACTURING CONFECTIONER, 1951), discussed the nutritional aspects of confectionery and demonstrated desirability of fortification with vitamins and minerals.

Tooth decay has been attributed to high sugar consumption and candy has been accused by the dental profession as a major cause.

The National Research Council has announced that "Survey of the Literature on Dental Caries" is now available. This 567 page book may be ordered from the NRC, 2101 Constitution Avenue, Washington 25, D. C., at \$3.

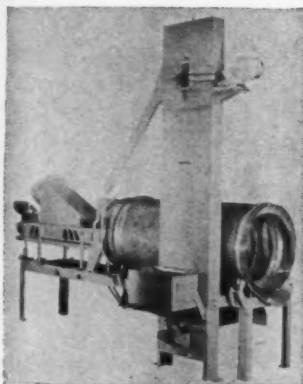
JANUARY, 1953

# *Candy Equipment*

## PREVIEW

THIS SECTION APPEARS QUARTERLY IN THE MANUFACTURING CONFECTIONER

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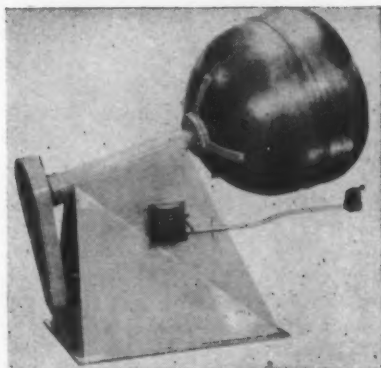
Actual Production Figures:

Filled raspberries—1,200 lbs. per hour.

Solid goods—1,500 lbs. per hour.

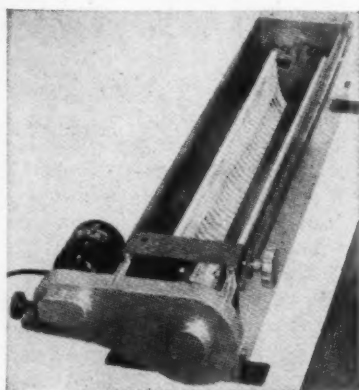
Pulled Candies—900 lbs. per hour.

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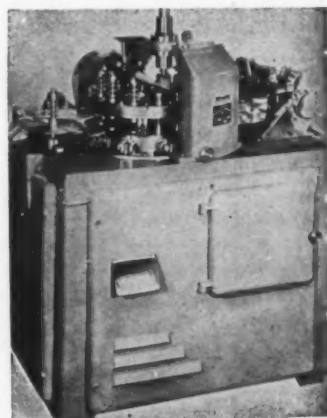
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# UP-TO-DATE With BRODRENE CLOËTTA A/S (Cloëtta Bros. Ltd.)

**T**HE name of Cloëtta is synonymous with chocolate and confectionery to all Danes. More than a hundred years ago the first Cloëtta came to Denmark from Switzerland. Bernard settled in Copenhagen in 1848. His brothers, Christoph and Nuttin immigrated a few years later.

Christoph established a Swiss pastry shop, but because this occupation did not satisfy him, he and one brother established a chocolate factory in 1862. The business prospered and in 1873 a sister plant was opened in Sweden. A third plant was opened in Norway in 1896.

The Danish business grew and in 1901 a new, large plant was opened in Hoersholmegade, the present address of the firm. This plant has now become out-grown and out-moded even though modernized from time

to time. Therefore, the Cloëtta management resolved to remove the entire manufacturing operations to new, fresh surroundings in the neighborhood of Copenhagen. The first section of this new factory opened early in November on the 90th anniversary of the firm.

The section of the new plant now operating only marks the initial step of a planned, large building program. It is the intention of the management to move the other manufacturing sections, offices, and store-rooms gradually from the premises in Hoersholmegade to Glostrup. Besides the new operating section, a power station, garages, and workshops have been built. Yet, it is the chocolate plant itself which commands attention. This is the most sensible and literally functional building which

could be imagined. The construction was made in collaboration with the architect who first planned machinery placements in order to achieve the most effective working conditions and then planned the building.

The whole building has been constructed of heavily armored concrete, thereby permitting the installation of the heaviest machines, even on the upper floors. The plant is divided into two main parts, (1) the massive tower building, and (2) the somewhat less massive appearing hall covered by a shed roof. This hall faces the northeast which provides constant and convenient light.

By employing this manner of construction, the management believes they have realized every manufacturer's dream! Raw materials are received at one end of the building;



these pass, practically automatically, through the production line, and finally appear as finished products at the opposite end of the building. These are packed for shipping.

A tour of this new Danish plant and an explanation of their production methods consists of a leisurely walk through the building.

### The Chocolate Tower

The raw materials are moved to the top floor by an elevator where they are stored in appropriate stock-rooms. Cocoa beans are stored in silos. By means of snail and similar transporters the good are conveyed to various containers which are constructed with floor openings so that materials may be gravity fed to

### The Third Floor

where the actual processing is begun. The cocoa beans are roasted in a large oven. The grinding and cleansing machines, like threshing machines, remove the shells which are blown away through a large cyclone located on the tower roof.

The broken beans pass automatically to silos for storage from whence quantities and qualities may be supplied as desired to the cocoa refiners.

Sugar dropped from the floor above is pulverized, and milk solids and cocoa butter enter the production line from this floor. The cocoa-mass from the refiners and these other ingredients pass through channels to

### The Second Floor

where they are moved by electric purchase-blocks to the mixing machines which blend them into a chocolate mass. Here are the Company's secrets—the recipes for the various compositions.

The cocoamass is received in the mixers by weighed amounts. Proper weights of milk solids, sugar and cocoa butter are added. Protection is afforded against dust contamination.

The chocolate mass is refined by passage through a row of modern roll refiners (the weight of each being about 10 tons). The product, nearly a powder, is channeled to

### The First Floor

where a gigantic stirring machine effecting the homogenizing process is located. When homogenization is completed, the chocolate proceeds to

### The Basement.

Here, the chocolate receives its final treatment, conching. Two and one-half tons are conched at a time. The conch used has been constructed according to Cloëtta's plans and is patented. From the conch, the liquid chocolate is pumped into a series of tanks installed in a carefully isolated room. This storage room is maintained at a constant temperature, 40-50 C. or 104 to 122 F.

The chocolate storage room contains an ingenious system of tubes, pipe lines, pumps, and valves. By removing handles and pressing some buttons, the chocolate can be pumped anywhere in the plant. Auxiliary controls throughout the plant enable a department to replenish its supply.

### The Great Hall

Confection processing is conducted here. Chocolate, from the basement storage, is pumped in a steady stream through a series of tempering machines. These are automatically controlled and provide the optimal temperature necessary to give the chocolate finish and appearance required of high grade confections. The tempered chocolate is pumped into the Jensen Machine, a Danish invention,

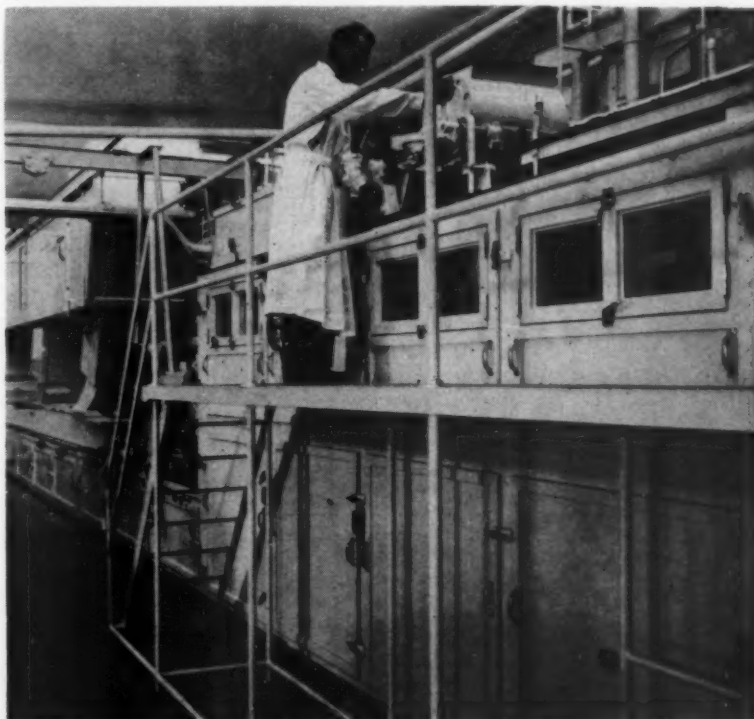
which produces the solid and assorted chocolates, mixtures, bitter-sweet and milk chocolates, in all compositions, and even two or more varieties at a time.

The moulding operations are accomplished automatically, and the large machine can be controlled by a single operator. Output is the equivalent to about 450 usual chocolate bars per minute. Automatic wrapping machines package the finished goods.

The entire production occurs under the highest sanitary conditions. All the rooms are bright and pleasant. Different colors are used to indicate the kinds of valves, tubes and piping, and to serve as a warning for moving parts on the machinery.

A tower similar to the chocolate tower has been constructed. This contains a stairway, elevator, laboratory and wardrobe rooms. The basement contains wash rooms and canteens. The building has been made so that the basement may be employed as an air-raid shelter area, should necessity arise.

The over-all planning of this first building at Glostrup with the machinery installations, carefully considers later additions. Future units can be incorporated when expansion is necessary.



The photographs on this and the opposite page show interior views of the Brodrene Cloëtta A/S plant located at Glostrup, near Copenhagen, Denmark. Mr. Flemming Allerup is president of the Company, and the managing director is Mr. Frits Jensen.

# Patents

## METHOD OF CLEANING STARCH FROM HEATED SURFACES 2,550,885

Levi M. Thomas, Columbus, Ohio, assignor to The Keever Starch Company, Columbus, Ohio, a corporation of Ohio  
No Drawing. Application November 20, 1948,  
Serial No. 61,309  
1 Claim. (Cl. 252-163)

A method of cleaning starch and starch products from heated surfaces comprising the step of rubbing such surfaces with a water solution of sorbitol having a diatomaceous earth suspended in the solution consisting of 100 parts of water, approximately 30 parts of sorbitol, approximately 25 parts of diatomaceous earth and approximately 10 to 30 parts of kaolin.

## MACHINE FOR DEPOSITING NUTS ON CANDY BARS 2,547,516

Louis H. Zeun, Naugatuck, Conn., assignor to Peter Paul, Inc., Naugatuck, Conn., a corporation of Delaware  
Application August 13, 1948, Serial No. 44,094  
12 Claims. (Cl. 107-7)

In a machine of the character described, means for feeding a plurality of candy bars, a nut hopper having an opening in the bottom for the passage of the nuts, a rotatable drum below the hopper and above the path of travel of the candy bars, means reciprocatably mounted on said drum having a plurality of pockets for receiving the nuts from the hopper, said drum and reciprocatable means being movable beneath the hopper opening, means for reciprocating said pocket carrying means to position a nut in each pocket, and means for holding the nuts in the pockets as the drum is rotated from receiving to discharging position above the candy bars.

## APPARATUS FOR COATING CANDY BARS 2,551,849

Santy C. Petrilli, Chicago, Ill., assignor to General Candy Corporation, Chicago, Ill., a corporation of Illinois.  
Application May 28, 1945, Serial No. 596,263  
11 Claims. (Cl. 107-1)

A shaker conveyor comprising an elongated downwardly inclined surface having a plurality of spaced apart substantially upstanding ridges disposed in parallel relation thereon in a direction parallel to the axis of downward inclination of the conveyor and means for reciprocating the conveyor in a direction transverse to the downward longitudinal axis of said conveyor surface, such transverse reciprocation being limited in extent to substantially the distance between said upstanding ridges.

## CHOCOLATE CASTING MACHINE DRIVE 2,551,992

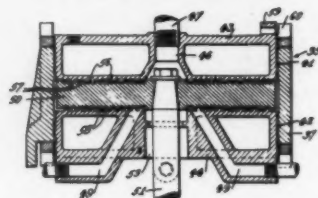
Kai Christian Sophus Aasted, Gentofte, Copenhagen, Denmark  
Application November 2, 1946, Serial No. 707,485  
In Denmark March 30, 1946  
5 Claims. (Cl. 74-53)

In apparatus for casting chocolate and other moulded foodstuffs including a material holding container having a nozzle for dispensing the material and a reciprocable plunger operable in said container for effecting discharge of the material therefrom, in combination, a primary driving shaft having cam followers mounted thereon, driven cams engageable with said cam followers to effect rotational movement of said driving shaft, a secondary driving shaft, a back-lash unit comprising a cam disc member having a slot of predetermined configuration and a cam follower pin member engageable in said slot, one of said members being rigidly connected to the secondary driving shaft, linking means connecting the other of said members to said

plunger to reciprocate said plunger in response to the movements of said back-lash unit member, and adjustable connecting means between said primary driving shaft and said secondary driving shaft, said connecting means comprising an adjusting member for changing the relative phase-displacement of said primary driving shaft and said secondary driving shaft, whereby to adjust the relative position of said follower pin in said slot.

## APPARATUS FOR MAKING MARSHMALLOWS 2,572,049

Earle T. Oakes, Douglaston, N. Y., assignor to E. T. Oakes Corporation, Douglaston, N. Y., a corporation of New York.  
Application May 21, 1947, Serial No. 749,555  
10 Claims. (Cl. 261-28)



A mixing device comprising a substantially annular shell, a rotor rotatably mounted within said shell, means for rotating said rotor, an inlet end plate and an outlet end plate threaded into said shell on opposite sides of said rotor for adjustment toward and away from said rotor, substantially concentric ribs on adjacent faces of said rotor and of the end plates, the ribs on said rotor being interposed between the ribs on said end plates to define a tortuous path radially of said rotor, means for introducing material through said inlet end plate near the center thereof, means in said inlet plate for introducing a gas under pressure between the inlet plate and the rotor adjacent the center thereof, and means for discharging said material adjacent to the center of the outlet end plate.

## STABILIZED PLASTIC TYPE CONFECTION AND METHOD OF MAKING THE SAME 2,587,806

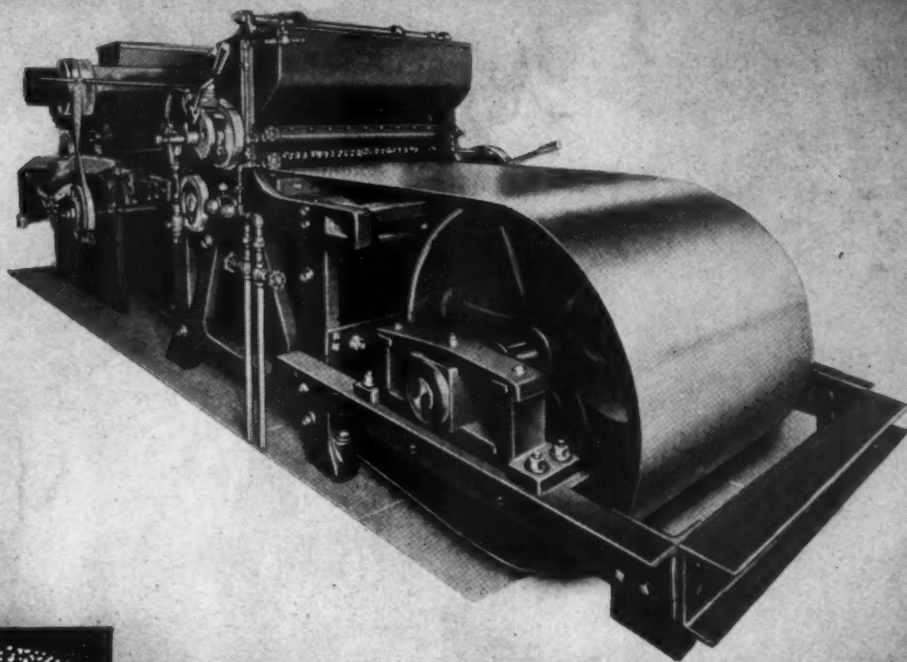
Justin J. Alikonis, Bloomington, Ill., assignor to Paul F. Beich Company, Bloomington, Ill., a corporation of Illinois. Application February 24, 1949, Serial No. 78,221. 3 Claims. (Cl. 99-13.4)

Candies, such as chewy nougat and caramel, usually have the objectionable tendency to "leak" or fail structurally by breaking down to a syrupy, sticky consistency under the effect of elevated temperature or high humidity. A recent patent granted to Mr. Justin J. Alikonis\* describes an improved method of making a confection capable of withstanding temperatures up to 120 F. and relative humidities of 60 per cent or over.

This plastic, chewy candy can be marketed the year around in any type of weather. Candy bars of the patented composition have been maintained in a test cabinet at 100 F. and at 100 per cent relative humidity for over a year without breakdown of the coated centers. This substantially exceeds the normal shelf life of the confection, under conditions more exacting than it will normally be called upon to withstand.

In addition, the ability of this candy to withstand the destructive effect of high altitudes is marked. Many types of aerated confections are shipped by carrier at altitudes over 13,000 feet, tending to rupture the air cells thereof, due to internal and external pressure differential.

This patented candy is characterized by an interlocking or tangled, brushlike, internal structure of insoluble filaments which confine the hygroscopic confectionary mass.



here's why America's  
largest chocolate manufacturers  
depend on the famous

## ***Racine Chocolate Depositor***

There's good reason why these manufacturers, America's largest and best-known, prefer and rely on The Racine Chocolate Depositor exclusively for producing solid chocolate goods, such as, stars, bits, wafers, patties, nonpareils, mid-gel bits, and others.

**Automatic!** Automatically, the Racine Chocolate Depositor casts, cools and then discharges the candies. No molds are used—the candy is cast directly on a polished steel conveyor belt.

**Only 1 Part-time Operator Re-**

**quired!** Automatic and continuous, only one operator is needed to control the machine—even at maximum capacity.

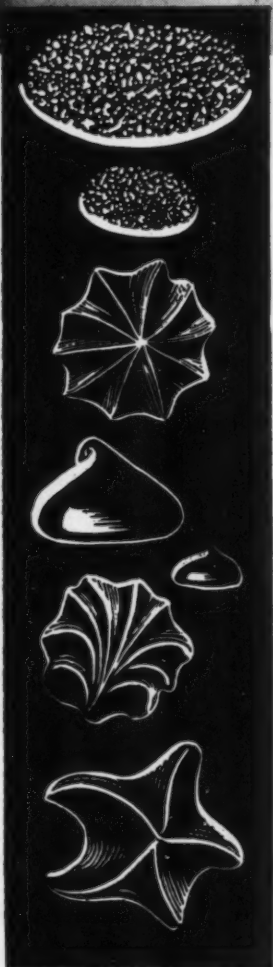
**Quality!** Chocolates produced with the Racine Chocolate Depositor have a higher gloss and finish—they retain their full color and luster—in all ways they're better.

Now, you too can make a better chocolate product, faster, with the Racine Chocolate Depositor—the one the leaders use—write today for complete information.

**VACUUM  RACINE**  
CANDY MACHINERY CO. CONFECTIONERS' MACHINERY CO.

15 PARK ROW, NEW YORK 38, N. Y.

Western Office and Factory: Racine, Wis. Eastern Factory: Harrison, N. J.





In effect, the candy mass has been compartmentized into cells of microscopic size. This cellular structure is sufficiently strong to prevent collapse under adverse circumstances. Moreover, the structure of the candy is not at all grainy in its effect on the palate.

The secret of this remarkable confection is in its formulation. A salt of calcium (calcium lactate, calcium acetate, or calcium tartrate) ionizable in water, can be reacted with a water soluble alginate (sodium alginate) to produce a plastic, chewy candy, without the use of any acids or buffers. The salts used must be of Food Grade.

The selected alginate is carefully and completely hydrated in cold water, preferably no higher than 70 F. in temperature, in the proportion of approximately three-fourths of one per cent by weight to the weight of the cooked portion of the batch to be produced. This solution is then pre-mixed in a cold confectionery syrup of any desired composition such as corn syrup and sugar, the temperature of which should not exceed room temperature, after which other necessary ingredients of sugar, dextrose, powdered or condensed milk, and coloring matter are added. The resulting mass is cooked to a desired temperature dependent on the confection in question, e.g., in the neighborhood of 250 F., being agitated while cooking. Upon the cooked mass reaching the desired temperature, the calcium salt is added, the amount thereof, though small, being sufficient to insure the complete conversion of the alginate in the cooked mass to an insoluble, calcium alginate form. Alternately, the cooked, bobbed material referred to above may have added thereto an aerated frappe including, e.g., egg albumin, soya protein or gelatin, to which frappe the soluble or insoluble cal-

cium salt has been added, in order to produce a nougat-type confection. The resulting plastic confection, when molded and cooled, is found to have a microscopic, cell-like or filamentary structure.

Typical formulae for the production of chewy confections of the type dealt with by the invention are as follows:

#### Non-milk, Stand-up Type of Caramel

Hydrate: 4 lbs. sodium alginate  
237 lbs. water

Add: 290 lbs. corn syrup  
175 lbs. sugar

Cook to 252 F.

Add: 0.905 lb. calcium acetate  
28.0 lbs. vegetable fat

#### Milk Caramel

Hydrate: 0.673 lb. sodium alginate  
6.73 lbs. corn syrup  
31.927 lbs. water

Add: 36.996 lbs. corn syrup  
7.49 lbs. brown sugar

Add to above: 9.943 lbs. sugar

## CHOCOLATE MIXER EFFICIENCY



If you're looking for faster melting, faster mixing, and faster development of flavor . . . if you want simplified, dependable operation . . . if you want more efficient, less costly chocolate mixing, get all the facts about the Stehling Horizontal Cylindrical Chocolate Mixer today.

Made in three sizes to meet every requirement and to the most exacting standards for longest, continuous, most economical service. If you want top efficiency in chocolate mixers, *make sure it's Stehling and be sure!*

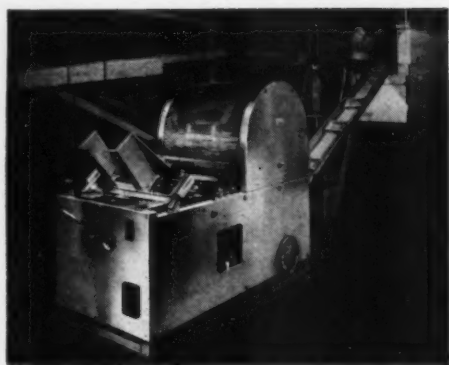
## CHAS. H. STEHLING CO.

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One of a battery of our PA Carton Forming Machines in the plant of Mars, Inc.

The machine occupies only 3'x6' of floor space — fits in perfectly with any production line.

**M**ANY companies are making really amazing savings by producing their cartons right in their own plants on our Model PA Carton Former. This machine makes sturdy, firmly glued cartons from die-cut blanks, which cost far less than factory-made cartons or blanks that are set up by hand.

**AND THERE'S NO LABOR PROBLEM** — for the PA Carton Former requires no operator — merely has to be kept supplied with blanks and glue. Since its magazine holds from 500 to 1,000 blanks, one person can attend to feeding and do other useful work besides.

The PA Carton Former operates on the principle of continuous motion. Gluing time is nine times longer than in other machines, despite its high speed — up to 102 cartons a minute. Specially designed forming plates result in greater accuracy, permitting perfect registration of printed matter on the carton. You have a quality carton in keeping with the quality of your product.

Get all the facts on this modern, money-saving machine.

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**PACKAGE  
MACHINERY COMPANY**

CARTON DIVISION

SPRINGFIELD, MASSACHUSETTS

8.597 lbs. condensed milk or milk powder  
0.319 lb. salt

Cook to 236 F.

Add: 0.241 lb. calcium lactate  
1.36 lb. vegetable fat  
0.41 lb. glyceryl monostearate

#### Chewy Nougat

Hydrate: 3.92 lbs. sodium alginate  
237.0 lbs. water

Add: 293. lbs. corn sugar  
169 lbs. sugar

Cook to 250 F.

Add, in aerated frappe form,  
(Premix and aerate with beater to frappe):

1.815 lbs. soyco  
1.0 lb. honey  
20.58 lbs. corn syrup  
1.5 lbs. salt  
0.905 lb. calcium acetate  
15.2 lbs. water

\*United States Patent No. 2,587,806, "Stabilized Plastic Type Confection and Method of Making the Same," Justin J. Alikonis, assigned to Paul F. Beich Co., Bloomington, Illinois.

#### Lassiter VP on TV

John Shea, Vice President of the Lassiter Corporation, one of the leading producers of packaging material, stepped in front of a television camera recently, as guest

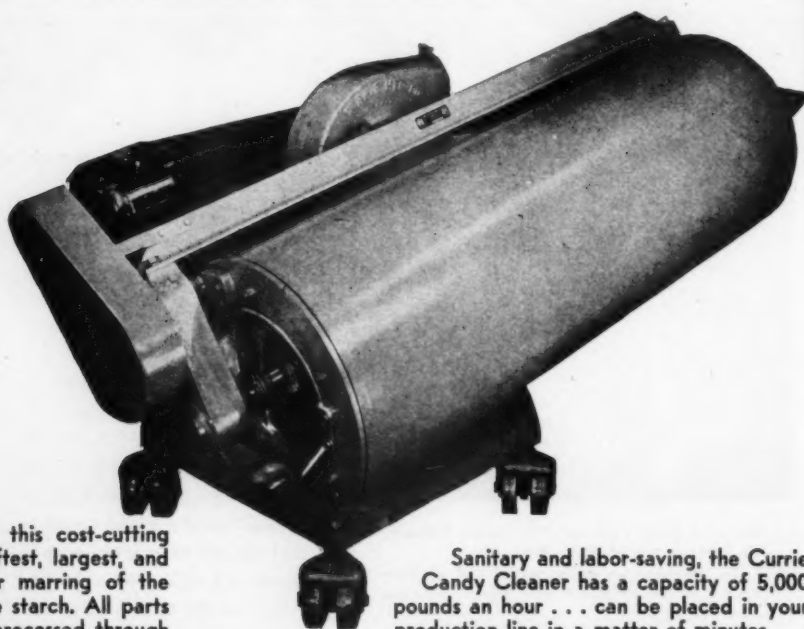


of Mary Wilson, on her TV show, "Pots, Pans and Personalities," WPTZ, Philadelphia.

Mr. Shea, who addressed his remarks to women viewers in particular, pointed out to his audience, and Miss Wilson, how cellophane packaging preserves freshness of candy, baked goods and produce, and how it provides protection from excessive handling of both food and wearing apparel.

Among the candy packages Mr. Shea used in his demonstration were those of Hershey Chocolates and Richardson Mints.

## Cut Costs with the CURRIE Candy Cleaner



Wide range of adjustment enables this cost-cutting Currie Candy Cleaner to handle softest, largest, and hardest candies without damage or marring of the goods. Vacuum removes all excessive starch. All parts standard design. Candy passed or processed through cleaner is ready for packing, panning, or coating without any additional cleaning required.

Sanitary and labor-saving, the Currie Candy Cleaner has a capacity of 5,000 pounds an hour . . . can be placed in your production line in a matter of minutes . . . operates independently of all other machinery.

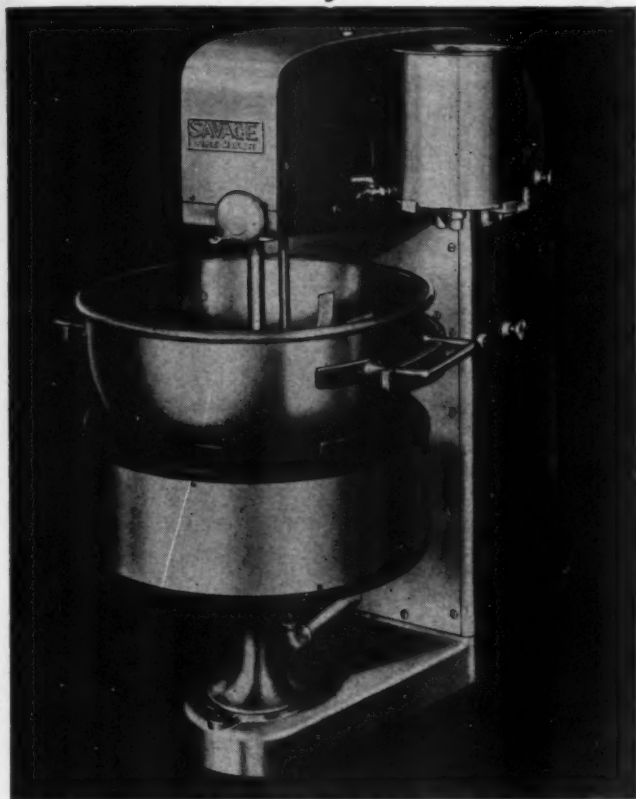
## CURRIE MACHINERY COMPANY

Main Office & Plant: 1150 Walsh Avenue, Santa Clara, Cal.  
Chicago Office: 9411 Central Park, Skokie, Illinois

# SAVAGE LATEST PORTABLE FIRE MIXER

MODEL S-48

*Thermostatic Gas Control • Variable Speed • Streamlined • Sanitary*



The Savage Improved Portable Fire Mixer, Model S-48, was designed to include many new features and conveniences with automatic temperature control and variable speed. It is a combination cooker and mixer for making caramel, peanut brittle, peanut candies, fudge, nougat, gum work, and when equipped with double action agitator is ideal for coconut candies and heavy masses requiring thorough mixing; in fact this machine is suitable for any batches requiring mixing and cooking.

Savage Fire Mixers are used by large manufacturers as well as individual retailers in practically all plants in the United States, Canada and many foreign countries.

Inquiries are solicited

## IMPORTANT FEATURES

1. Aluminum base and body casting—light but substantial for long life.
2. Atmospheric Gas Furnace with stainless steel shell for manufactured, mixed and natural gas, also liquid petroleum gas 2550 b.t.u.
3. Steel agitator with improved nickel alloy scrapers securely attached to stainless shaft yet easily removable. Single or double action as desired.
4. Variable speed from 30 r.p.m. to 60 r.p.m. without stopping machine—no clutch or gear shift.
5. Minneapolis-Honeywell gas control and thermostat for range 160 to 280° F. or 240-385° F.
6. Exclusive Savage break-back feature, tilting within floor space 32" x 48".
7. Sealed ball bearings and steel cut gears used for silent operation.
8. Stainless steel cream can with brass faucet.
9. Stainless steel drip pan attachment.
10. Regularly supplied with copper kettle 24" diameter 12½" deep; also adaptable for copper kettle 24" x 16". If desired stainless kettle 24" x 12½" can be furnished.

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National Steel Mogul with two or three Depositors

50 gallon Model F-6 Savage Tilting Mixer with stainless kettle.

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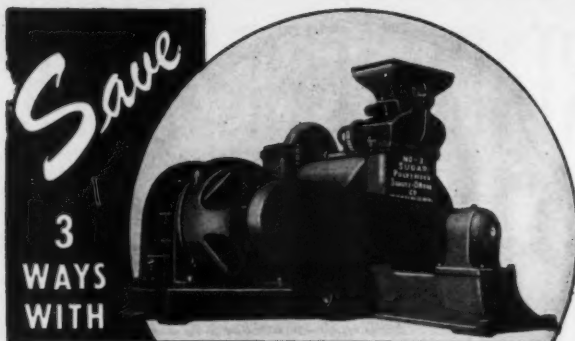
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EXTRA EQUIPMENT: Automatic Starch Feeder will thoroughly mix any desired percentage of starch with powdered sugar.

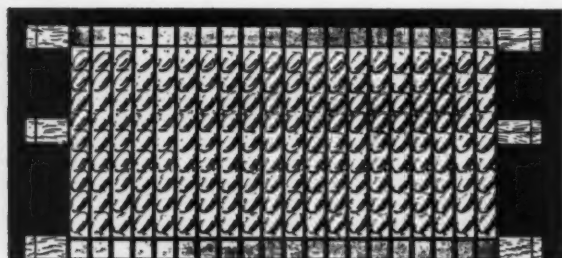
**3 SIZES WITH CAPACITIES FROM 400 LBS. PER HOUR UP**  
Vee Belt drive allows close pulley centers and proper speed pulverizer operation. Equipped with Schutz-O'Neill Automatic Vibrator-Feeder.

Write for information, state capacity desired.



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- At their best!
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Masonite and Solid Wood Glued  
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Pan Room Trays—Wire Bottom Trays  
Mould Boards

And All Other Affiliated Wood Products

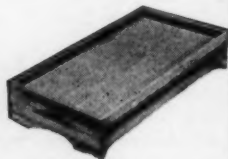
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# What's New in Candy Equipment

The products described help keep you up-to-date on new confectionery equipment, materials of all types. The items below are coded for your convenience. For any further information, write to THE MANUFACTURING CONFECTIONER, 418 North Austin Blvd., Oak Park, Illinois. Use the coupon on page 36.

### Air Conditioning Apparatus

An improved development in air conditioning now available provides for drying or moistening of atmospheric air. Air is treated to fix relative humidity and temperature independently, as separate functions, to obtain closer control of results. Code J1G53.

### Stainless Steel Industrial Meter

Developed to handle corrosive liquids common to the cellulose, chemical, confectionery, food, oils and fats, rubber, pharmaceutical and industrial processing fields, this new rotary displacement meter features a maximum capacity of 100 gallons per minute at a working pressure of 125 pounds per square inch. Code J1H53.

### Machinery Vibration Measure

A pocket-sized instrument for accurately measuring the speed and amplitude of vibration on machinery or on bins and hoppers where vibration is produced intentionally to aid materials movement is now available to the industrial field. Only 6¼ inches long, the instrument has a movable tuning slide that indicates on a number scale the speed of vibration. Code J1I53.

### Air-Operated Displacement Pump

Operates automatically when connected to any compressed air supply lines, and pumps such liquids as glucose, sugar syrup, edible fats, starch effluent, agar jelly, glycerine, etc. in a series of regular suction and discharge strokes. Code J1J53.

### Humidity and Temperature Cabinet



It is now possible to hold humidity within one degree wet bulb in temperature and humidity cabinets. Temperature is controlled by thermostats

which turn heaters or open valves admitting a coolant. Humidity is controlled by a wet bulb device which atomizes water into a separate chamber through which the air is circulated. Code J1K53.

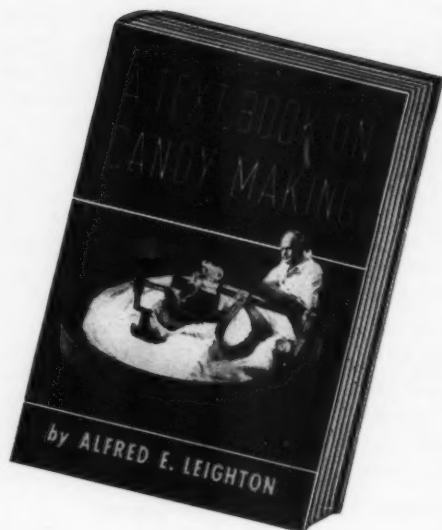
### Catalog of Refrigerated Truck Bodies

A 20-page publication illustrates insulated and refrigerated bodies for use in the retail and wholesale delivery of perishable foods. The truck bodies described are in

(Please turn to page 36)



# A Practical Book For Candymen



**\$6.00** per copy

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Here is the textbook that the candy manufacturing industry has needed for some time. Here the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. An ideal book also for the candy plant executive not directly connected with the manufacturing operations, **A TEXT BOOK ON CANDY MAKING** gives him an insight into the overall problems and methods used in the production departments. The foreman trained in certain specialized operations can learn something about the other operations in his plant or other plants that may help him to advance to positions of more responsibility. The simple, easily understood language of this book makes it pleasant and profitable reading for anyone interested in the manufacture of candy.

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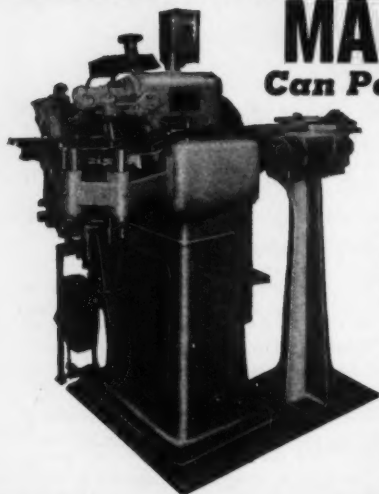
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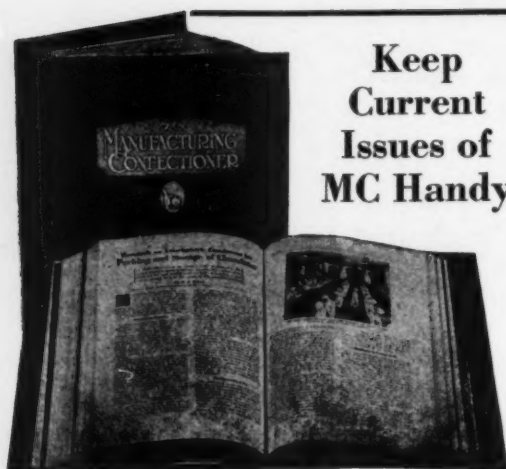
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line with the essential business of keeping up the vital link between food distribution and the growing demand for improved methods of delivering perishable foods. **Code J1A53.**

## Heavy-Duty Processing Vat Bulletin

A line of multi-purpose, heavy duty processing vats are described in a new illustrated bulletin, which contains numerous specification listings and tables. In capacities of 300 to 1000 gallons, these vats are designed for heating, pasteurizing, mixing, setting, and blending of heavy-bodies liquid products as well as for refrigerated storage. **Code J1B53.**

## Plastic Pipe Described in Brochure

This brochure contains all pertinent information on four types of pipes: Flexible, Semi-Rigid, Rigid High Impact, and Rigid Polyvinyl Chloride. Detailed tables give chemical and physical characteristics of each type. Also included are advantages of using plastic pipe and simple directions on how to install and join the pipe. **Code J1C53.**

## Pneumatic Controller Catalog

Completely describes a new controller for rate of flow, differential pressure, liquid level, viscosity, pressure, and temperature applications. Usable for either single or dual instrument case mount and for point-of-measurement installation. **Code J1D53.**

## Transmission Systems Process Control

Illustrated catalog contains performance characteristics and schematic diagrams of the various systems, and describes their use in measurement and control of flow, pressure, liquid level, viscosity, and specific gravity. **Code J1E53.**

## Guide to Selection of Conveyors

Conveying problems solved by conveyors available in stock sizes for immediate shipment, as described and illustrated in this booklet. **Code J1F53.**

## Regulators Described in Catalog

A new catalog describes the new constant pressure differential regulator, and the new instrument air pressure regulator. **Code J1L53.**

## Moisture Balance

This new moisture balance is designed for quick and accurate determinations of moisture in a wide variety of materials, including starch, dry milk, etc. The unit incorporates both weighing and drying components. **Code J1M53.**

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## Technical Literature

World-wide developments and research in confectionery and food processing techniques are noted for confectionery manufacturers.

### Butylated Hydroxyanisole as an Antioxidant for Fats

L. R. Dugan, Jr., H. R. Kraybill, L. Ireland, and F. C. Vibrans, *Food Technology*, Vol. 4, No. 11 (1950)—The antioxidant has been quite effective lengthening the keeping time of almonds, pecans and walnuts in storage.

### Composition of Foods

Bernice K. Watt and Annabel L. Merrill, *U. S. D. A., Agr. Handbook No. 8* (1950).

This publication supercedes Mis. Pub. 572 and is free. Three tables of data on the proximate composition and mineral and vitamin content of foods are presented. Every food technologist should find this valuable.

### Structure of Artificial Sweeteners

Morris B. Jacobs, *Amer. Perfumer*, Vol. 57, No. 1 (1951).

The chemistry and structural formulas are given for many of the artificial chemicals having marked sweetening power.

### California Essential Oil Development

Alexander Katz and Abraham Seldner, *American Perfumer*, Vol. 57, No. 5 (1951)—One hundred acres of foenugreek seed were raised. Maple flavor base made from these seeds was good. Thymol production from bay tree oil has received great attention. Synthetics have been studied and cinnamyl anthranilate found to give an intense grape character. Methyl betathiolpropionate is used in pineapple blends with allyl and ethyl hexadienoates and allyl phenoxyacetate.

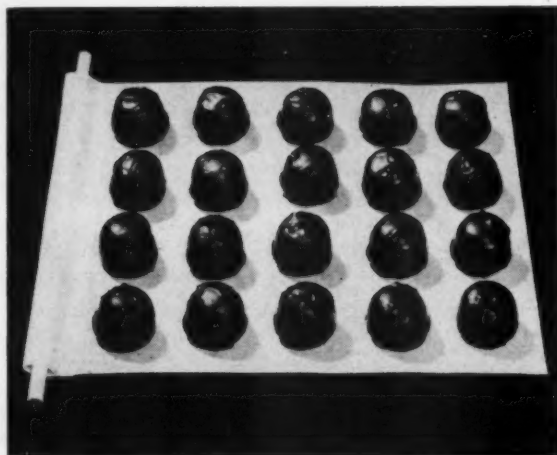
### Protecting Confectionery in Tropical Climates

Report of Indian Institute of Sugar Technology, *Confectionery Production*, Vol. 17, No. 5 (1951)—A comparative study was made on the behavior of confectionery wrapped with (a) waxed paper, (b) Alkathene film (polythene), and (c) Alkathene lay-flat tubing. Exposure to atmospheres of 80, 60 and 40% of R. H. and increase in weight gains formed basis for graphs for moisture absorption. Superiority of (c) for hard boiled goods over 14 day test was shown.

### Easter Eggs

*Food Manufacture*, Vol. 26, No. 3 (1951)—A description of the production of Easter Eggs in Perugia (Italy) factory, illustrated. Semisweet vanilla flavored chocolate is moulded and a gift inserted before the halves are joined. Finished egg is decorated with silk ribbons, tufts of cellophane, etc. Small chocolate eggs are covered with layer of flavored sugar by panning. Slab chocolate and chocolate drops are other production items.

## BURRELL REFLECTO PLAQUES



### A Coated Fabric—Not A Lamination

- A smooth bright finish given to bottoms
- No separation between coating and fabric
- No cracking or wrinkling of belt, causing poor bottoms

This new Burrell Reflecto Plaque has been developed by Burrell's research engineers to fill the needs for a smooth finish non-cracking plaque belt which will produce fine smooth bottoms on chocolate confections.

Call or write for further information.

Buy Performance—If It's Belting, We Have It

# BURRELL

## BELTING CO.



7501 NORTH ST. LOUIS AVE., SKOKIE, ILLINOIS

# CANDY EQUIPMENT PREVIEW

Published bi-monthly by  
**THE MANUFACTURING CONFECTIONER PUB. CO.**  
 418 NO. AUSTIN BLVD., OAK PARK, ILL.

Publishers of  
 THE MANUFACTURING CONFECTIONER • THE CANDY BUYER'S DIRECTORY  
 THE CANDY PURCHASING EXECUTIVES BLUE BOOK

**Editor & Publisher**  
 P. W. Allured

**Managing Editor**  
 Alice W. Burnham

NEW YORK 35, N. Y.

Stanley E. Allured  
 303 W. 42nd St.—Circle 6-6456

**Advertising Offices:**

OAK PARK, ILLINOIS

Allen R. Allured  
 418 No. Austin Blvd.—EUclid 6-5099

**JANUARY**

**1953**

## Supply Field News

• **Lynch Corporation, Anderson, Indiana**, announces the appointment of Bernard J. Echlin as Industrial Relations Manager. Mr. Echlin's duties will include labor relations for the company's five plants.

• **Rockwood & Co.**, has appointed Monroe G. Smith as vice president and assistant to the president. Mr. Smith has previously served as president of the Silex Company.

• **John Buslee**, president of Neuman-Buslee & Wolfe, Inc., Chicago, died early in December. Mr. Buslee was one of the founders of the company, in 1920. He served as vice president and secretary until 1944, and as president since then until his death.

• **Dr. Robert W. Merritt**, assistant vice president of National Starch Products, Inc., has recently returned from attending the International Plastics Meeting in Dusseldorf, Germany. While in Europe Dr. Merritt visited two of National's affiliates, Nationale Zetmeelindustrie, N. V. Veendam, Holland, and National Adhesives, Ltd., located at Slough, just outside of London, England.

• **California Almond Growers Exchange**, announced at its 42nd annual meeting held in November, that more than \$2,500,000 in checks were being prepared for distribution to exchange growers. These checks were mailed on November 20, as a Thanksgiving progress payment.

• **Fritzsche Brothers, Inc.**, has added six new members to its Quarter of A Century Club. At the annual Club celebration held in November, the Misses Anna Fortsch and Christine Guy, with Messrs. Charles Esposito, Charles Grille, John McKeever and Dr. Edmund H. Hamann, were accorded a warm welcome by the firm officials, headed by F. H. Leonhardt, President.

• **The Nestle Company, Inc.**, in an announcement made by Thomas F. Corrigan, Bulk Sales Manager, Chocolate Coatings and Cocoas, advises that Edward E. Ebel, formerly with Warfield Chocolate Company, has joined the Bulk Sales Division of the Nestle Company in the Kansas City, Missouri territory.

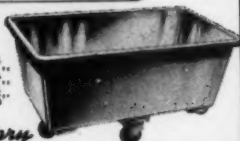
• **Charles W. Battle** has been appointed as Vice President and General Manager of General Cellulose, Inc., according to a recent announcement made by Donald C. Taggart, President.

• **James Day**, manager of fine chemical sales for The Dow Chemical Company has been promoted to the executive staff of the firms' New York office. The new appointment took effect January 1.

(Please turn to page 41)

**STANcase**  
 STAINLESS STEEL  
 EQUIPMENT

MODEL  
 No. 18  
 Inside  
 Dimensions  
 Length—43½"  
 Width—22½"  
 Depth—16"



**Sanitary**  
**STAINLESS STEEL TRUCKS**  
**FOR FONDANT CREAM &c.**  
 Write for descriptive literature of  
 this, and other models available for  
 immediate delivery.

Manufactured by  
**The Standard Casing Co., Inc.**  
 121 Spring St., New York 12, N. Y.

## CONVEYORS

Corrigan bulk dry sugar handling and  
 storage systems convey sugar from  
 unloading point to storage and from  
 storage to production.

**Improve production facilities**  
**Lower operation costs**

**J. C. CORRIGAN CO. INC.**

41 Norwood St., Boston 22, Mass.

## New OPS Confectionery Chief

J. Walter Smith has been appointed Acting Chief, Confectionery Section, Grocery Products Branch, Food and Restaurant Division, Office of Price Stabilization. Mr. Smith succeeds Harry C. Holland who resigned this post June 6, 1952.

Mr. Smith is well qualified by his experience to serve in the new capacity. Prior to joining the OPS staff in 1943, he was affiliated, in a sales and merchandising capacity, with such firms as Beech Nut Packing Co., W. F. Schrafft & Sons Corp., and the Kroger Grocery and Baking Co.



# for TOP EFFICIENCY **GROEN**

— Stainless Steel • Steam Jacketed —

**candy plant  
equipment**

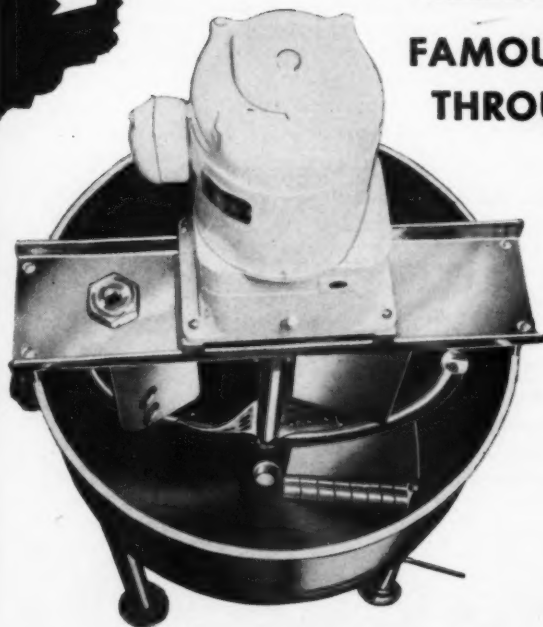
WAS CHOSEN BY THE  
**SIERRA CANDY  
COMPANY**  
FOR ITS  
**modern  
plant**



**Model TA Heavy Duty  
Stainless Steel  
Steam Jacketed  
MIXING KETTLE**

♦  
**AGITATOR  
PARTS  
QUICKLY  
REMOVABLE  
FOR EASY  
CLEANING**

## **FAMOUS FOR FINE PERFORMANCE THROUGHOUT THE CANDY INDUSTRY**



**Model SA - Interior view**

When the Sierra Candy Company modernized and newly equipped its enlarged plant in San Francisco, top efficiency was the prime requirement demanded of its new equipment. The officials wanted highest quality of production . . . wanted excellency in processing . . . economy in operation . . . and day-to-day dependability in sanitary performance. And those are the profit-paying results they're consistently getting with GROEN equipment.

For example, in its GROEN TA Models (shown above) Sierra has the finest cooker-mixer units built today. Stainless Steel top to bottom, inside and out. Twin-shaft, double-action mixers for extra thoroughness. Demountable shaft couplings which permit removal of entire agitator assembly in a few seconds for cleaning. Complies with the strictest Health Dept. codes. And . . . equipped with special ROTA-THERM JACKETS for super-fast heating!

Sierra's equipment also includes GROEN SA Models (shown left) . . . also entirely of Stainless Steel construction . . . with single shaft agitator . . . and fitted with special ROTA-THERM JACKETS for extra-fast processing. YOU ought to check into these and other GROEN units to modernize your plant, cut costs and enhance manufacturing efficiency. Why not write now for literature?

**GROEN MFG. CO.,**

4539 W. Armitage Ave. |  
CHICAGO 39, ILLINOIS |

*Sales Offices*

30 CHURCH ST., NEW YORK 7, N. Y.  
420 MARKET ST., SAN FRANCISCO 11, CALIF.

WORLD'S LARGEST PRODUCERS OF STAINLESS STEEL STEAM JACKETED KETTLES

# HI-LUSTRE Heavy Duty

## DOUBLE TEXTURE ENROBING COOLING TUNNEL VOSS BELTS

HI-LUSTRE Heavy-Duty DOUBLE TEXTURE Enrober Cooling Tunnel Belts are the positive answer to over-frequent shutdowns and replacements. You needn't keep on suffering these unnecessary losses of time and money . . . Voss HI-LUSTRE Belts are giving candy makers everywhere the efficient, trouble-free performance you ought to have.

You see, Double Texture HI-LUSTRE Belts have the firm, tough body which lets them stand up indefinitely even under the most demanding day-in, day-out operation, and they are also just the answer for *Packing Table* use.

### CURL-RESISTANT . . . CRACK RESISTANT

Yet, rugged as they are, their fine texture and specially developed coatings (you can get HI-LUSTRE in White, Green or Black) prevent marring goods—give you the fine quality production you must have to keep sales mounting. And you can use HI-LUSTRE Belts on *any* drive. Write or call us about VOSS HI-LUSTRE today.



*And for use on specialized drives—for improved and fancy finishes—you simply can't beat VOSS' famous HI-GLOSS—the belt that gives you mirror-like bottoms! Just the thing for Plaque Work, too.*

### ★ ALSO ASK ABOUT ★

Endless Bottomer and Feed Belts—White Neoprene treated, or plain . . . Packing Table Belting—plain or treated with smooth white flexible coating . . . Caramel Cutter Boards . . . Batch Roller Belting . . . Wire Belting—for enrobers and special conveyors . . . Corrugated Rubber Pulley Covers . . . Canvas Specialties . . . and all your other Belting needs

5647 N. RAVENSWOOD AVE.  
CHICAGO 26 . . .  
118 E. 28th ST., NEW YORK 16 . . .  
92 WATERHOUSE RD., BELMONT 78, MASS.

**VOSS**  
BELTING & SPECIALTY CO.

## SUPPLY FIELD NEWS

• The U. S. Department of Agriculture has increased the 1952 sugar quota 100,000 tons, bringing the current quota to 7.9 million tons.

• Florasynth Laboratories, Inc., has just completed printing a 28-page wholesale price list, which is now

ready for distribution. The new booklet covers every field of flavoring, aromatic and essential oil materials offered by Florasynth in its widespread service to processors and manufacturers. The price list is available through any of the company's ten offices in



this country, as well as through its various foreign affiliates in Mexico, Canada and South America. Those interested are invited to write any of the Florasynth offices to obtain a copy.

• Profits of Glidden's Durkee Famous Foods Division were considerably ahead of last year for both the third quarter and the nine months ending with July, according to President Dwight P. Joyce.

A new product of the Durkee Division is its Dixie Cut Moist Coconut, developed for use as a mixing ingredient as well as a garnish or decoration. The new product offers many consumer advantages, including more accurate measuring and easier mixing and blending.

• Charles A. Specht, controller of Chas. Pfizer & Co., and a member of its board of directors, has been elected President of all that company's foreign trade subsidiaries, according to an announcement made by Maynard E. Simond, chairman of the executive committee.

The official opening of the Pfizer company's new warehouse in Atlanta, Georgia, took place in September, with John E. McKeen, president and chairman of the board of the firm, and Mayor William Hartsfield of Atlanta cutting the ceremonial ribbon. The new structure, located at 1511 Chattahoochee Ave., Atlanta, provides more than 20,000 square feet of warehouse facilities.

• Donald H. Brewer, first vice president of O. B. Andrews Company, a Container Corporation subsidiary, has been appointed general manager of a newly created Folding Carton and Boxboard Division.

• N. T. Gates Company, designers and suppliers of packaging materials, has moved its offices to larger quarters on the eighth floor of the Drexel Building, 5th and Chestnut Streets, Philadelphia.

(Please turn to page 60)

When candies go into consumer packages the all important question is how much is actually in the package . . . each package. Why handicap an otherwise efficient business from the very start. Remember profits start at the packaging operation. The best cost control measure is check-weighing whether the task is manually done, semi-automatic or fully automatic. High speed EXACT WEIGHT Scales are the answer. Wherever sweet goods are packaged you will find these famous scales for more EXACT WEIGHT Scales are in use today in packaging operations like the above than any other scales of their type in the world. They are the leaders in the industry. Write for details for your plant.



EXACT WEIGHT Scale Model #706 for table operation for piece goods packaging and check-weighing. End tower design with dial in direct line for easy vision in production line checkweighing. Dial 8 oz. over and underweight by 1 oz. graduations. High speed due to short platter fall. Capacity to 27 lbs.

## EXACT WEIGHT SCALES

BETTER QUALITY CONTROL  
BETTER COST CONTROL

### THE EXACT WEIGHT SCALE COMPANY

912 W. Fifth Ave., Columbus 8, Ohio  
2920 Bloor St., W., Toronto 18, Canada





# Candy PACKAGING

SUPPLIES • SALES AIDS • MERCHANDISING

THIS SECTION APPEARS MONTHLY IN THE MANUFACTURING CONFECTIONER

## Metal Candy Boxes Make Fine Re-Use Containers

by ALICE W. BURNHAM

Managing Editor

**B**IG cans, little cans, round cans, square cans, tall cans, squatty cans, fat cans, lean cans—they all have their place in the packaging of confections. Designed and printed attractively, they offer the manufacturer the utmost in versatility. Easily packed for shipping, the metal containers also provides maximum protection to the contents.

Many and varied are the ultimate uses to which metal candy boxes are put. The beautifully lithographed slip covers used on many of the cans which the candy industry uses to package its merchandise, provide an imaginative homemaker with a flair for decoration the material for attractive wall plaques, cannisters, sewing boxes, etc. And the children of the family find them convenient storage spots for small toys and keepsakes.

It would be hard to estimate how many of the square type confectionery tins have crossed the ocean in the past few years, carrying all sorts of things to the G. I.'s overseas. One manufacturer of this type of can reports that women actually come to the plant, begging for the candy containers suitable for this purpose.

Needless to say the near-air-tightness of this type of can makes it ideal for this usage.

In recent years the lithographer on metal has been able to reproduce from kodachrome prints, and this has resulted in the life-like appearance of the confections now illustrated on many metal containers. This process has replaced, somewhat, the work of the artist who painted in water color or oil the beautiful designs and scenes

which have been popular for many years.

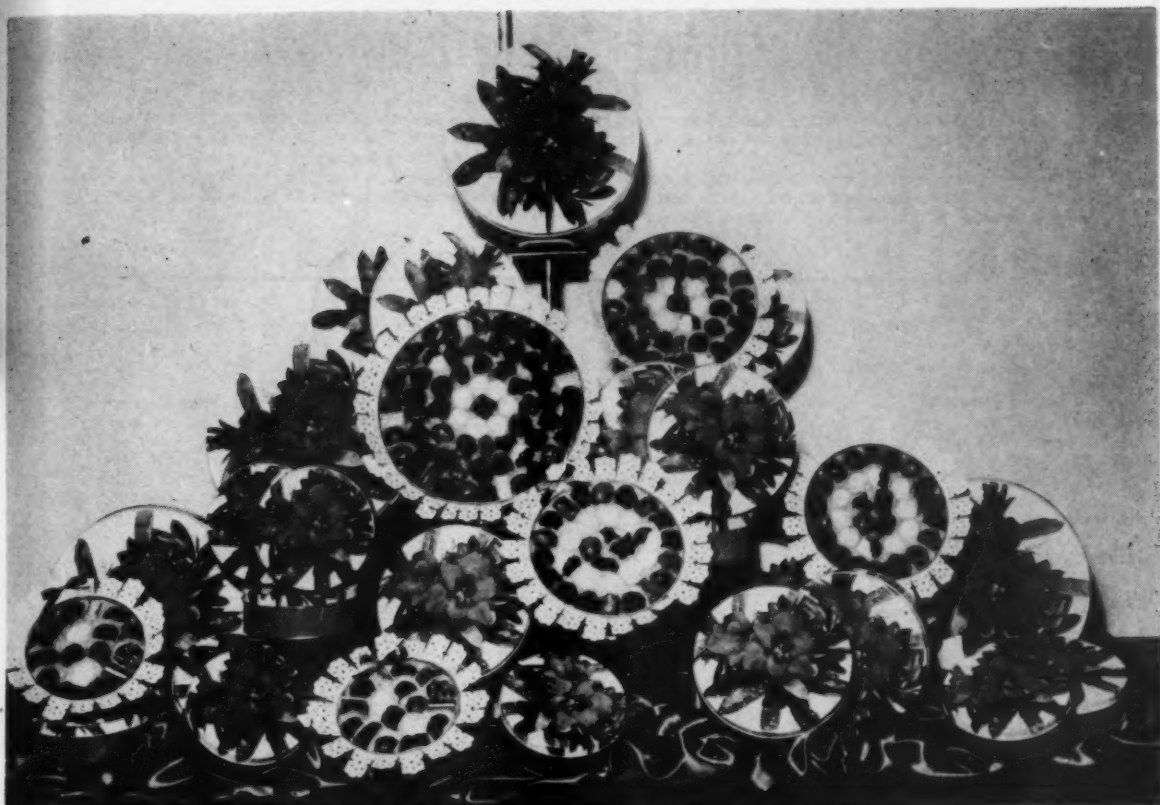
The radio and television giveaway programs have put a premium impetus on many items, and shoppers seem to have developed an acute premium-awareness. The package with a re-use value provides such a premium.

One of the outstanding merchandising ideas we have come across is the Fantasy Gift Package line of Mrs. Stevens. The package itself is



Square cans such as these lend themselves to a myriad of uses as household containers. They are especially sought after for shipping packages overseas as well as for local mailings. Produced by Olive Can Co.





A recent innovation by Steven Candy Kitchens, Inc., the Fantasy Gift Tins feature a cluster of beautiful red Amaryllis blossoms against a striking contrast of yellow-flecked green foliage. The tins illustrated in this display represent the various sizes available. The flower, known as "Fantasy," is one grown by Mrs. Stevens at her Honey Bear Farm.

a beauty. The background color of the cover is white, imprinted with an exquisite floral cluster photographed in full color, red flowers with deep shadings against yellow-flecked green foliage. Included in each tin is a little folder describing how the customer may obtain everything necessary to grow a similar Amaryllis (Fantasy) plant. The offer includes one of the bulbs, soil, and clay pot, together with growing instructions.

From the popularity of this item, it would seem that a lot of people

share Mrs. Stevens' enthusiasm over this beautiful flower.

Confectioners should not overlook the important role the metal container can play in their merchandising and display operations. Statistics show that such containers are converted into household utility boxes, sewing boxes, or just handy receptacles for string, and many, many other uses of a practical as well as an ornamental nature.

Regardless of the application and the ultimate use to which it is put,



Colorful handled container serves as child's lunch box or a storage place for trinkets.

however, the fact remains that the can acts as a salesman—a silent salesman whose attractive lithographed exterior serves as a constant reminder to the recipient of the specific sweet with which originally it was packed.

The metal container ranks high in the prerequisites for fine packaging, which include neatness, legibility, color, protection against spoilage, sanitation in appearance as well as in effect, and good display potentialities.

In these days of severe competition, the metal containers for candy packaging offer manufacturing confectioners interesting salesmaking possibilities.



This delicately designed reuse metal container has been named the "Treasure Chest." Its gaily covered embossed exterior conjures up visions of fantastic medieval times when fierce animals were hunted through the great forests. Produced by the Fancy Container Division of I. D. Company.

# National Advertising

The following National Advertising listings have been compiled and arranged as an informative service to the confectionery industry.

Information on magazine advertising expenditures is printed by The MANUFACTURING CONFECTIONER with the special permission of Publishers Information Bureau.

The radio advertising table is compiled and arranged by the staff of The MANUFACTURING CONFECTIONER from network and private sources.

These listings have been a regular feature of The MANUFACTURING CONFECTIONER publications since May, 1951.

## Magazines

Advertiser	Magazines	October Expenditure	Total 1952	October Total 1951
<b>Fred W. Amend Co.</b>				
	Last advertised in January, 1951 .....	\$	\$	\$ 1,195
<b>Bake-O-Nuts, Inc.</b>				
	Last advertised in January, 1952 .....		588	1,268
<b>Barracinal Candy Co.</b>				
	Last advertised in April, 1951 .....			3,170
<b>Beech-Nut Packing Co. (Beech Nut Gum)</b>				
	American Girl—940; Better Living—1,880; Everywoman's Magazine—1,550; Life—28,900; Woman's Day—3,620 ..... Total	36,890	176,780	112,555
<b>Blumenthal Bros.</b>				
	See July, 1952, issue .....		1,367	2,605
<b>Blum's Confectionery</b>				
	See September, 1952, issue .....		1,558	3,406
<b>E. J. Brach &amp; Sons</b>				
	Life—33,235; Saturday Evening Post—23,414 ..... Total	56,649	56,649	124,897
<b>Brown &amp; Haley Candy Co. (Almond Roca)</b>				
	See August, 1952, issue .....		5,695	21,750
<b>Candy Pack, Inc. (Swedish Mints)</b>				
	Last advertised in August, 1951 .....			192
<b>Cobbs Fruit &amp; Preserving Co. (Honeysuckle Candy)</b>				
	See September, 1952, issue .....		4,028	.....
<b>The Cracker Jack Co. (Campfire &amp; Angelus Marshmallows)</b>				
	Good Housekeeping .....	7,950	46,770	57,689
<b>Cresca Co., Inc. (Lindt Candy)</b>				
	Cue—165; New York Times Mag.—193; New Yorker—394; Sunset—559 .....	752	6,170	7,575
<b>Cresca Co., Inc. (Pascall Candy)</b>				
	See December, 1952 .....		6,008	3,981
<b>Crosse &amp; Blackwell, Inc. (Keiller's Candy)</b>				
	Gourmet—185; New Yorker—394; Sunset Magazine—385; ..... Total	964	7,396	8,417
<b>Curtis Candy Co.</b>				
	Better Living—6,635; Boys' Life—3,400; Everywoman's Magazine—5,475; Scholastic Magazines—3,850 ..... Total	19,360	140,420	113,308
<b>DeMet's, Inc. (Turtles)</b>				
	See March, 1952, issue .....			25,980
<b>Flavour Candy Co.</b>				
	See January, 1952, issue .....			455
<b>Frank H. Fleer Corp. (Fleer's Bubble Gum)</b>				
	Family Circle Magazine—2,095; Life—34,340; Look—3,400; Saturday Evening Post—3,840 ..... Total	43,675	177,321	72,720
<b>John O. Gilbert Chocolate Co.</b>				
	Gourmet—660; Holiday—1,250 ..... Total	1,910	6,390	4,840
<b>H. Hamstra &amp; Co. (Droste Chocolates)</b>				
	Gourmet .....	185	1,653	2,411
<b>Henry Heide, Inc.</b>				
	Life—2,720; Look—1,700 ..... Total	4,420	46,495	57,300
<b>House of Bauer</b>				
	Gourmet .....	185	185	.....
<b>Imperial Candy Co., Inc.</b>				
	See November, 1952 .....		138	.....
<b>International Delicacies</b>				
	Last advertised in March, 1952 .....		116	.....
<b>Life Saver Corp.</b>				
	Life—28,900; Look—17,130; Saturday Evening Post—20,360 ..... Total	66,390	414,750	465,565
<b>Mars, Inc.</b>				
	Colliers—8,225; Look—11,673 ..... Total	19,898	106,198	178,330
<b>Mason Au Magenheimer Confectionery Mfg. Co.</b>				
	Collier's—5,225; True Story Woman's Group—778 .....	6,003	12,006	.....
<b>National Dairy Products Corp. (Kraft Caramels)</b>				
	Duck .....	35,500	35,500	61,300
<b>New England Confectionery Co. (Necco Candies)</b>				
	Look .....	10,150	54,250	155,980
<b>Pangburn Co.</b>				
	See July, 1952, issue .....		9,480	6,420
<b>Peter Paul, Inc. (Mounds &amp; Almond Joy Bars)</b>				
	Puck—16,750 .....	16,750	172,706	272,217
<b>Perkins' Salt Water Taffy</b>				
	Woman's Home Companion .....	283	283	.....
<b>Planters Nut &amp; Chocolate Co.</b>				
	Life—28,900; McCalls—9,170; Scholastic Magazines—7,110; Saturday Evening Post—11,735 ..... Total	45,180	132,135	170,398

<b>Thomas D. Richardson Co.</b>			
Saturday Evening Post .....	11,735	74,205	67,130
<b>Rockwood &amp; Co. (Rockwood Wafers)</b>			
First 3 Markets Group .....	12,380	31,965	119,685
<b>Safeway Stores, Inc. (Roxbury Candy) &amp; Fluffiest Marshmallows)</b>			
Family Circle Magazine .....	8,656	18,674	11,700
<b>Frank G. Shattuck (Schrafft's Chocolates)</b>			
Saturday Evening Post .....	11,735	68,110	77,330
<b>Sophie Mae Candy Corp.</b>			
Everywoman's Magazine—2,277; Family Circle Magazine— 7,930; Good Housekeeping—2,850 .....	13,057	40,646	23,729
<b>Russell Stover Candies</b>			
See March, 1952, issue .....			9,625
<b>Sweet Candy Co.</b>			
Last advertised in March, 1951 .....			700
<b>Sweets Co. of America (Tootsie Rolls)</b>			
See September, 1952, issue .....		3,138	43,659
<b>Switzer's Licorice Co.</b>			
Everywoman's Magazine—630; Look—1,264; Saturday Evening Post—1,305; Woman's Day—1,490 .....	4,689	32,424	70,150
<b>Vernell's Fine Candies, Inc.</b>			
Good Housekeeping—2,850; Life—2,016 .....	4,866	32,974	2,485
<b>James O. Welch Co. (Coconut bar &amp; Mint Patties)</b>			
Better Living—3,310; Family Circle Mag. 6,240; Life—14,312; Woman's Day—6,325 .....	30,187	135,209	164,934
<b>Stephen F. Whitman &amp; Sons, Inc.</b>			
Saturday Evening Post .....	23,414	284,214	398,230
<b>Wilbur-Suchard Chocolate Co., Inc.</b>			
Life .....	25,600	25,600	44,400
<b>R. C. Williams &amp; Co., Inc. (Tobler Candy)</b>			
Gourmet—185; New Yorker—1,115; Town & Country—1,300; N. Y. Times Magazine—556 .....	1,856	6,957	5,753
<b>Wm. Wrigley, Jr., Co.</b>			
Better Living—4,680; Everywoman's Magazine—3,450; Family Circle Magazine—8,328; Parent's Magazine—4,225; Today's Woman—2,200; Woman's Day—8476 .....	31,359	299,454	295,020
<b>Zion Industries, Inc.</b>			
Family Circle Magazine .....	150	300	105
Total Magazine Advertising Expenditure .....	\$552,778	\$2,677,105	\$3,273,518

## Radio and Television

November

Sponsor	Network	No. of Stations	Time
<b>American Chicle Co.</b> .....	CBS	176	4 10-min. shows*
		176	4 10-min. shows*
		176	4 10-min. shows*
<b>Frank H. Fleer</b> .....	ABC-TV	9	4 15-min. shows
<b>Gold Medal Candy Co.</b> .....	NBC-TV	Local	5 15-min. shows
<b>Hawley &amp; Hoops, Inc.</b> .....	CBS-TV	50	5 30-min. shows
<b>Kraft Foods, Inc.</b> .....	NBC-TV	529	4 15-min. shows
<b>Luden's</b> .....	NBC-TV	47	4 15-min. shows
<b>M. &amp; M., Ltd.</b> .....	CBS-TV	50	4 30-min. shows
<b>Mars, Inc.</b> .....	ABC-TV	37	5 30-min. shows
	CBS	176	4 30-min. shows
<b>Smith Bros.</b> .....	NBC	196	5 10-min. shows*
		196	5 10-min. shows*
		196	5 10-min. shows*
<b>Sweets Co. of America</b> .....	ABC-TV	23	5 15-min. shows
		13	4 30-min. shows
<b>Williamson Candy Co.</b> .....	Mutual	525	2 30-min. shows
<b>William Wrigley, Jr., Co.</b> .....	CBS	181	4 30-min. shows
		186	4 30-min. shows
	CBS-TV	11	5 30-min. shows

\*Program is co-sponsored

## TRUTASTE FLAVORS

### KASKA CONCENTRATED CITRUS OILS

*Neumann, Buslee & Wolfe, inc.*

5800 NORTHWEST HIGHWAY, CHICAGO 31, ILLINOIS



Mr. and Mrs. Harry Ostler at the doorway of their Salt Lake City Plant.

# PARADISE CHOCOLATES

## produced in modern plant

**O**STLER Candy Company of Salt Lake City completed a new building in 1946 for a more efficient manufacturing operation. The building is located on the fringe of the business district offering sufficient space for not only the building, which is 50 x 90 rods in diameter, but for a loading dock. It is a one story operation with a full basement for storage. Construction is of reinforced steel and cement to permit the addition of other stories should expansion become necessary.

The front portion of the building is devoted to a sales room, general offices, employee check rooms, employees' dining rooms, and rest rooms. Entrance to the manufacturing plant is into a Packing & Shipping Department. The 2000 lb. capacity, hydraulic lift elevator enters into

this section. The loading dock is also stationed at this point. Facilities in this department are scales, packing cartons, and all wrapping equipment.

Adjacent to this is the Cooking & Mixing Room, which is approximately 25 x 60'. One corner has been reserved and partitioned off from this section to offer a laboratory. Mr. Harry R. Ostler, Superintendent, as well as his father, Harry Ostler, are trained chemists. A constant program of experimentation and testing is underway to improve the quality of the 14 or 15 packages of boxed chocolates manufactured.

The Cooking & Mixing Room has two 5' Dayton Beaters, 100 lb. capacity. These are naturally employed in the mixing of cream centers and fondants. In view

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of the fact that this is a hand-made candy shop, machinery is kept at a minimum.

Four gas fired units, built by the Improved Appliance Company, are used in cooking of candies with copper kettles. Open face cooking is considered essential in retaining a home-made taste.

A large vent has been constructed over these units with 4 suction fans for removing heat and fumes. Two blowers are employed to give blow torch effect to the gas flame. These blowers are powered by one 2½ h.p. motor and one 1½ h.p. motor. Water extensions have been installed to reach each of the 4 units. Two cold water slabs are also available for tempering the heat of newly-made fudge and caramels. The slabs are also used as scoring boards.

The Cream Dipping Department, placed adjacent to the Cooking & Mixing Room, is approximately 15 x 25'. Large tables with 1' square recessed sections in the center are available. Each of these has an electric hot plate at the base for retaining creams at proper working temperature. The placement is such that 4 employees may work, each on one side of the table, at the same time. These tables were constructed especially for the Ostler Candy Company and offer the ideal height and ease of reach for the typical candy dipper. Six of these tables are in usage offering a capacity of 24 dippers at one time.

This room also houses two 500 lb. stainless steel chocolate melters; one for milk, and one for dark chocolate. Taps are available at the base for ease in removal.

The electrically powered candy cutting machine is also housed in this room.

Portable dollies are used in this room, as throughout the manufacturing plant, for ease in transfer of kettles from department to department. This room, as does every other, offers washing facilities for the employees.

The next step in production is the Chocolate Dipping Room. This department is approximately 40 x 40' and has a special cooling unit, installed in the basement, for maintaining 60° temperature. This room offers tables 6 x 6' square. Recessed sections, similar to those employed in the candy dipping section, are equipped with an electric motor under each for retaining the chocolate at proper dipping temperature. Five 6 x 6' tables are available and offer facilities for 40 dippers.

Two massive hand rolling tables are in this section for hand rolling of centers. The plan is for immediate relaying of the centers to dippers, resulting in assembly line efficiency. Cooling shelves for trays are available; metal and wooden, permitting storage of approximately 300 trays at one time.

A revolving copper pan, approximately 4 x 4' and manufactured by Thomas Mills & Brothers, is employed in placing an undercoating of chocolate on nuts. The final dipping is by hand.

Completing the "U" is the assembly line packaging department with storage facilities for some chocolates. This also is retained at a moderately low temperature for proper storage of chocolates. Trays are removed from the dipping department and packaged in this section. Long, narrow tables offer facilities for packaging of chocolates. They are then wrapped with cellophane, after careful weighing, in the automatic cellophane wrap-

ping machine and heat sealed. Holiday wrappers are hand applied.

A second storage room, placed between this section and the Packing & Shipping Department, is available for additional storage. The step by step cycle through which the chocolates must pass is now completed with the boxed chocolates ready for shipment through the loading dock.

The full basement offers a 15' square refrigeration unit, which is maintained at just above freezing with an Allen Bradley 10 h.p. ice making machine. This, naturally, offers storage for cream, butter, and all perishable commodities.

An oil fired furnace, hot air, is housed in the basement for heating of the entire building.

Two additional ice making machines are housed in the basement. They are Century Vaporized Cooling Machines, 1 h.p., and offer cooling facilities for the Chocolate Dipping, Packaging, and Storage rooms.

The balance of the basement is utilized for storage of non-perishable sugars, canned milks, cartons for packing, etc.

The entire manufacturing plant is well lighted with 4 strip fluorescent fixtures. In the plant cement floors, without covering of any kind, are kept immaculately clean through the weekly cement cleaning process employed. While white is predominantly employed, a break in color and warmth is achieved through the use of lavender. All painting is with oil base paint, enabling the firm to wash and easily maintain the departments.

Capacity operation is represented for this plant in the winter months with 35 to 40 employees and 3,000 one lb. box production. In the slack summer season production will drop to 12 employees and approximately 400 one lb. box production. No tray candies are manufactured at all. It is exclusively a chocolate manufacturing operation.

Ostler Candy Company is exclusively wholesale and covers all of Utah, Idaho, Montana, Colorado, Nevada, and parts of California and New Mexico. Sales representatives are retained in the field, servicing accounts, and finding new markets for the excellent chocolates manufactured.

The well planned building is designed for complete utilization of labor and economy of production. Mr. Harry Ostler, President; his wife; and their son, Mr. Harry R. Ostler, Superintendent, are justifiably proud of their compact manufacturing unit.

#### Herbert Tenzer Honored at Dinner

More than one hundred members of the Confectioners Division assembled at a dinner on behalf of the Federation of Jewish Philanthropies, which was held recently at the Hotel Plaza. The dinner, in honor of Herbert Tenzer, chairman of the Board of Barton's, was for the benefit of the Federation's current \$20,000,000 maintenance campaign on behalf of its 116 hospitals and social services institutions.

According to Irwin G. Schaffer, chairman, who presided at the affair, it was one of the most successful in the history of the division's Federation campaigns. Mr. Joseph Willen, executive vice president of the Federation, was the guest speaker.

# Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of **The MANUFACTURING CONFECTIONER**.

## Holiday Packages; Hard Candies

### Code 1A53 Hard Candy Canes 7 ozs. (6 pieces) for 33c

(Purchased in a chain drug store, Boston, Mass.)

**Appearance of Package:** Good.

**Box:** Deep open face tray printed in red and green. Imprint of Santa Claus in red and white Cellulose wrapper. Each cane wrapped in a printed cellulose wrapper. Imprint of holly leaves in green.

**Canes:**

**Color:** Good.

**Stripes:** Good.

**Gloss:** Good.

**Flavor:** Peppermint. Good.

**Remarks:** An attractive package of canes, well planned box. None were broken. The best package of canes we have examined this year at this price.

### Code 1B53 Assorted Chocolates 1 lb. for \$1.25

(Purchased in a department store, Chicago, Ill.)

**Appearance of package:** Good.

**Box:** One layer type, oblong shape.

White glazed paper top, name printed in brown and gold. Imprint of bow on left side. Printed Christmas cellulose wrapper.

**Appearance of box on opening:** Good.

**Number of pieces:**

Light coated: 19.

Dark coated: 12.

**Coatings:**

**Colors:** Good.

**Gloss:** Good.

**Strings:** Good.

**Taste:** Good.

**Dark coated centers:**

Cocoanut paste: Good.

Fruit nougat: Good.

Vanilla caramel: Good.

Chocolate cream: Good.

Vanilla cream: Good.

Molasses plantation: Good.

Nut cream: Good.

**Light coated centers:**

Chocolate caramel: Good.

**Pecan cluster:** Good.

**Maple nut cream:** Good.

**Vanilla cream:** Good.

**Nut nougat:** Good.

**Nut cream:** Good.

**Cashew cluster:** Good.

**Chocolate cream:** Good.

**Chips:** Good.

**Almond cluster:** Good.

**Vanilla caramel:** Good.

**Cocoanut paste:** Good.

**Ting ling:** Good.

**Assortment:** Good.

**Remarks:** The best box of chocolates we have examined at this price for some time.

### Code 1C53 Assorted Hard Candy Tablets 1 oz. for 5c

(Purchased in a drug store, Oak Park, Ill.)

**Appearance of package:** Good.

**Wrapper:** Inside foil backed paper wrapper. Outside paper band printed in black, red, purple, blue and green.

**Tablets:** Wrapped in cellulose wrappers.

**Colors:** Good.

**Texture:** Good.

**Molding:** Good.

**Flavors:** Fair.

**Remarks:** Neat and attractive package. Tablets are well made. Suggest less acid be used to improve flavors.

### Code 1D53 Assorted Hard Candy Sticks 12 ozs. for 59c

(Purchased in a department store, Chicago, Ill.)

**Appearance of package:** Good.

**Container:** Folding box in the shape of a television. Sticks show through a cut out window near the top of the container. Gold foiled board used for container. Sticks have cellulose wrappers.

**Sticks:**

**Colors:** Good.

**Stripes:** Good.

**Gloss:** Good.

**Flavors:** Good.

## Candy Clinic Schedule For The Year

The monthly schedule of the CANDY CLINIC is listed below. When submitting items, send duplicate samples six weeks previous to the month scheduled.

**JANUARY**—Holiday Packages; Hard Candies

**FEBRUARY**—Chewy Candies; Caramels; Brittles

**MARCH**—One-Pound Boxes Assorted Chocolates up to \$1.00

**APRIL**—\$1.00 and up Chocolates; Solid Chocolate Bars

**MAY**—Easter Candies and Packages; Moulded Goods

**JUNE**—Marshmallows; Fudge

**JULY**—Gums; Jellies; Undipped Bars

**AUGUST**—Summer Candies and Packages

**SEPTEMBER**—Bar Goods; 5c Numbers

**OCTOBER**—Salted Nuts; 10c-15c-25c Packages

**NOVEMBER**—Cordial Cherries; Panned Goods; 1c Pieces

**DECEMBER**—Best Packages and Items of Each Type Considered During Year; Special Packages, New Packages

Remarks: A different and attractive container for hard candy sticks. Should be a good seller. Very good workmanship on sticks.

**Code 1E53**  
**Assorted Chocolates & Toffees**  
**1 lb. for \$1.10**

(Purchased in a drug store,  
Oak Park, Ill.)

Appearance of package: Good.

Container: Round tin, friction top, street scene printed in colors. All pieces are wrapped in colored foils; outside wrappers of colored cellulose.

Toffee: Good.

Chocolates:

Coating: dark & light: Good.

Centers:

Caramel: Good.

Lemon cream: Good.

Solid chocolate: Good.

Liquid caramel: Good.

Fudge: Good.

Chocolate paste: Good.

Remarks: The best toffee we have examined; far better than any we have examined made in the U.S.A. Chocolate coated pieces and shell pieces were well made and good eating. Cheaply priced at \$1.10 the pound.

**Code 1F53**  
**Assorted Sour Balls**  
**10 ozs. for 50c**

(Purchased in a drug store,  
Oak Park, Ill.)

Appearance of package: Good.

Container: Oval shaped glass jar, screw cap. Red seal printed in gold.

Balls: See remarks.

Gloss: Fair: dusty.

Colors: Good.

Flavors: Good.

Remarks: The name of sour balls is misleading as the piece is a drop roll piece and not a ball.

**Code 1G53**  
**Assorted Large Hard Candy**  
**Drops**  
**1 lb. for 60c**

(Purchased in a department  
store, Chicago, Ill.)

Sold in bulk.

Drops: Drops are wrapped in printed cellulose wrappers.

Colors: Good.

Gloss: Fair.

Flavors: Poor.

Remarks: Suggest a better grade of flavors be used at the price of 60c the pound.

**Code 1H53**  
**Chocolate Coated Marshmallow**  
**Christmas Tree**  
**1 1/2 ozs. for 5c**

(Purchased in a department  
store, Oak Park, Ill.)

Appearance of bar: Good.

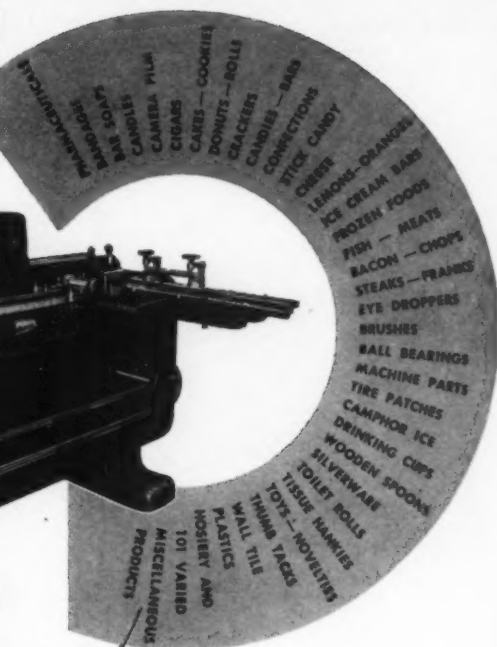
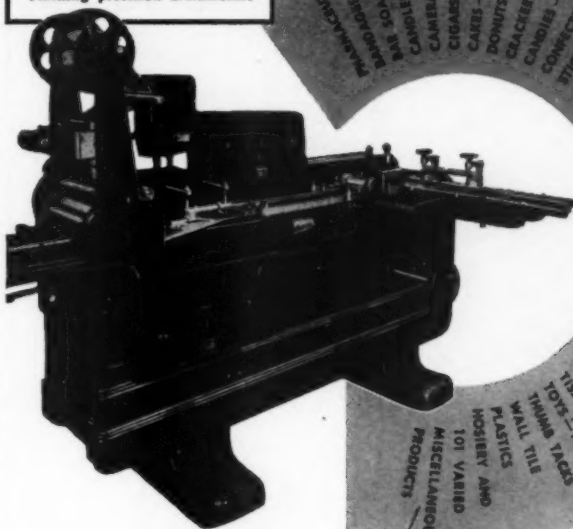
Tree: Piece is in the shape of a tree. Cellulose wrapper. Imprint of tree in colors.

Coating: Fair.

Center: Good.

Remarks: A good looking 5c novelty for Christmas.

*We are contributing to the nation's defense program by providing a large part of our increased production facilities for building precision armaments.*



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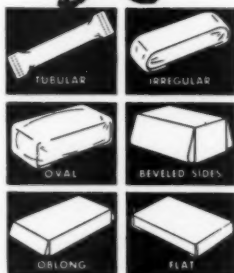
**would you like to package**



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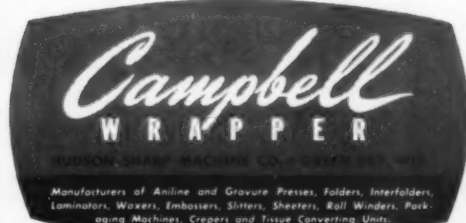
**at Speeds of 3 Units per Second!**

Solid or fragile — regular or irregular shapes — single or multiple products per unit. It makes no difference to the automatic, continuous feed, high speed operation of the Campbell Wrapper. You achieve important savings in labor and materials, too. Automatic feeds, in many cases, permit *one* person to tend several machines — And, boards or stiffeners need *only* be used if desired! Machine wraps all modern packaging materials and films with equal ease, accurately positions pre-printed identifications and provides a full range of wrapper closures . . . crimped, flared, folded . . . glue or hermetical sealing. Send us a sample of your product for a detailed report on how the Campbell Wrapper can improve and *speed up* your packaging.



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*Our 65th Year*

## HINDE & DAUCH

40 SALES OFFICES • 17 MILLS AND FACTORIES

### Code 1153 Butterscotch 9 ozs. for 39c

(Purchased in a department store, Chicago, Ill.)

**Appearance of package:** Good.

**Box:** Folding box with side and top cellulose window. Printed in blue, white and yellow. Imprint of rooster in colors.

**Butterscotch:** Finger shaped, amber colored cellulose wrapper.

**Color:** Good.

**Texture:** Good.

**Flavor:** Good.

**Center:** Good.

**Remarks:** The best butterscotch of this kind we have examined in some time.

### Code 1153 Assorted Fancy Shaped Solid Chocolates 13 ozs. for \$1.75

Sent in for analysis

**Appearance of package:** Good.

**Box:** Acetate oblong box, tied with yellow grass ribbon. Gold seal printed in black. Name embossed in gold.

**Number of pieces:**

Light chocolates: 20.

Dark chocolates: 15.

**Chocolate:** Good.

**Colors:** Good.

**Gloss:** Good.

**Molding:** Good.

**Flavors:** See remarks.

**Remarks:** We suggest flavors be checked as we could only identify the mint and rum flavors. Highly priced at \$1.75 for 13 ozs.

### Code 1K53 Marshmallows 6 ozs.—No price stated

Sent in for analysis

**Appearance of package:** Good.

**Container:** Cellulose bag printed in red, white and blue. Imprint of cooks in blue and white.

**Marshmallows:**

**Color:** Good.

**Texture:** Good.

**Taste:** Good.

**Remarks:** A good eating marshmallow. Neat and attractive container.

### Code 1L53 Hard Candy Basket 3 ozs. for 25c

(Purchased in a department store, Oak Park, Ill.)

**Appearance of novelty:** Good.

**Container:** Hard candy basket with handle. Assorted hard candy cuts in basket. Printed paper slip inside. Overall cellulose wrapper.

**Basket:**

**Shape:** Good.

**Gloss:** Good.

**Texture:** Good.

**Flavors:** Good.

**Remarks:** One of the best Christmas novelties we have examined this year. Very good workmanship. Cheaply priced at 25c.



**Code 1M53**  
**Holiday Assorted Chocolates**  
**2 1/2 lbs. for \$1.67**

(Purchased in a department store, Oak Park, Ill.)

**Appearance of package:** Good.

**Box:** Two layer type, oblong shape, white paper top. Poinsettias and large bow printed in red, green and gold. Cellulose wrapper.

**Appearance of box on opening:** Good.

**Number of pieces:**

Light coated: 44.

Dark coated: 40.

Jordan almonds: 2.

Foiled pieces: 2.

**Coatings:** Dark and light:

Colors: Good.

Gloss: Fair.

Strings: Machine.

Taste: Fair.

**Dark coated centers:**

Vanilla caramel: Fair.

Vanilla cream & chocolate caramel: Fair.

**Butterscotch & cream:** Good.

Jelly: Could not identify flavor.

Cocoanut Paste: Fair.

Pink cream: No flavor.

Nougat: Good.

Peppermint cream: Fair.

**Light coated centers:**

Vanilla caramel: Fair.

Pink cream: No flavor.

Mint Jelly & Cream: Good.

Vanilla cream: Fair.

Jellies: Could not identify flavors.

Cocoanut Paste: Fair.

Raisin cream: Fair.

Cream: Could not identify flavor.

Chocolate fudge and cream: Fair.

Peppermint cream: Fair.

**Assortment:** Fair.

**Remarks:** Very cheaply made candy.

Of course, we cannot expect too much at this price for two and one half pounds.

**Code 1N53**  
**Assorted Chocolates**  
**1 lb. for \$1.20**

Sent in for analysis

**Appearance of package:** Good.

**Box:** One layer type, extension edge.

Gold embossed paper on cover. Name in red.

**Appearance of box on opening:** Bad.

**Number of pieces:**

Light coated: 15.

Dark coated: 16.

**Coatings:**

Color: Good.

Gloss: Good.

Strings: Good.

Taste: Good.

**Light coated centers:**

Cashew cluster: Good.

Vanilla cream: Good.

Lemon cream: Cream good, flavor fair.

Pecan & cream: Good.

Pink cream: Could not identify flavor.

Mint cream: Cream good, flavor fair.

Vanilla caramel: Hard and tough.

Nut cream: Poor flavor.

White cream: Could not identify flavor.

vor.

**Chew:** Too hard and tough.

1/2 Dipped almonds & Caramel: Good.

1/2 Dipped nut paste: Good.

**Dark coated centers:**

White chew: Hard and tough.

Lemon cream: Not a good lemon flavor.

Pink cream: Could not identify flavor.

Cream: Could not identify flavor.

Cashew Cluster: Good.

Chocolate cream: Good.

Buttercream: Good.

Nut cream: Poor flavor.

Orange cream: Fair.

Butterscotch: Good.

**Nut paste:** Good.

**Mint cream:** Not a good mint flavor.

**Assortment:** Fair.

**Remarks:** Very good coatings for this priced chocolates. Suggest a better grade of flavors be used. We find that the only kind of flavor to be used successfully in any cream and nut center is vanilla. All of the cream and nut centers in the box had an odd, off taste.

The appearance of the box on opening was very poor; four pieces were broken.

It is most important to use the best flavors obtainable in chocolate coated candies regardless of the price.



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# Recognition of Quality

*The MANUFACTURING CONFECTIONER pays tribute to the following firms whose products comprise the*  
***Selected Best Candies of the Year 1952***  
*among all those examined by the authoritative Candy Clinic.*

A-Z Candy Manufacturing Co.

Alice Grey Candies

Walter Baker Co.

Paul F. Beich Co.

E. J. Brach & Sons

Bunte Bros.

Candy Artists, Inc.

Charms Sales Co.

DeMets, Inc.

Elmer Candy Co.

Flavour Candy Co.

Gold Medal Candy Corp.

L. S. Heath & Sons, Inc.

Hollywood Candy Co.

Lusk Candy Co.

M & M Ltd.

Maillard Corp., The

Mars, Inc.

Marshall Field & Co.

Marzipan Candy Co.

Chas. N. Miller Co.

Mavrakos Candy Co.

National Licorice Co.

Overland Candy Co.

Planters Nut & Chocolate Co.

Quaker City Choc. & Conf. Co.

Reed Candy Co.

H. B. Reese Candy Co.

Thomas D. Richardson Co.

Sperry Candy Co.

Sweets Co. of America, Inc.

Thompson Candy Co.

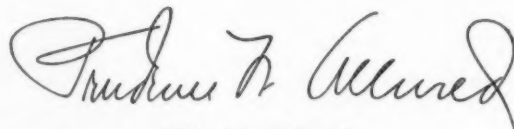
Topps Chewing Gum Co., Inc.

Stephen F. Whitman & Sons, Inc.

Williamson Candy Co.

Zachary Confections, Inc.

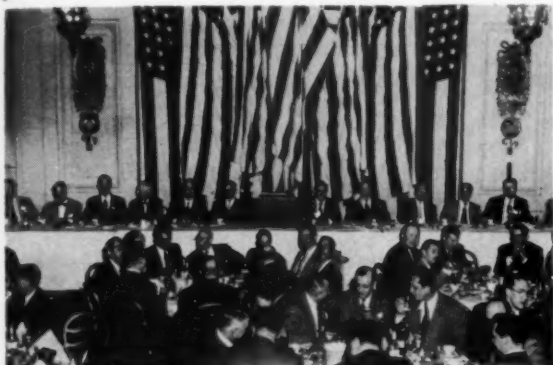
*In awarding this recognition, The MANUFACTURING CONFECTIONER completed a third of a century of encouragement to confectionery manufacturers to continue to maintain and improve the quality of their products consistent with their obligation to the best interests of the public, their ultimate customers.*



**Publisher-President**

# News of Associations

• The Western Confectionery Salesmen's Association opened its annual convention on December 11, at Chicago's LaSalle Hotel, with a luncheon honoring the 25-Year Club. A special tribute was paid to old-timer Johnny Murphy, who shared with the members a few of his early candy selling experiences.



Phil Gott, president of the National Confectioners' Association, and C. M. McMillan, executive secretary of the National Candy Wholesalers Association, addressed the membership. The business meeting was highlighted by the acceptance of 31 new members into the association. The ladies' party at the Kungsholm was well attended, with over 80 women enjoying the fine food and entertainment. The annual stag party, a tradition in the candy field, was a resounding success as over 300 candy men participated in the festivities.

Syd Hoffman, Jr., was elected president, in the Friday business meeting. The following are the other new officers: George Murphy, first vice president; Joe Schreiner, second vice president, and Warren Durgin, reelected as secretary-treasurer. Committee chairmen are as follows: Executive, Paul Udell; Sunshine, Walter Rau; Membership, Peter Faith; Convention, Bob Amster.

Friday evening the convention was climaxed by the banquet at which the members with their wives and guests enjoyed top-notch entertainment.

• The National Candy Wholesalers' Association's proposed 1953 volume of the NCWA Merchandiser is being prepared in response to results received from a survey of members. The NCWA's Merchandiser department is preparing to render a three-way service to firms who need assistance in preparation of their inserts: (1) Art layouts without obligation; (2) Color plates at substantial savings; and (3) Low cost printing by grouping several different manufacturers sheets in each run.

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## Conventions -- Meetings

- January 19-22—Plant Maintenance Show, Public Auditorium, Cleveland, Ohio.
- January 25-28—Philadelphia Spring Candy Show, Benjamin Franklin Hotel, Philadelphia, Pennsylvania.
- January 26-30—International Heating and Ventilating Exposition, International Amphitheatre, Chicago, Illinois.
- March 5-6—Western Candy Conference, Statler Hotel, Los Angeles, California.
- April 20-23—American Management Association, Packaging Conference and Exposition, Navy Pier, Chicago, Illinois.
- April 23-24—Pennsylvania Manufacturing Confectioners' Ass'n, Production Conference, Lehigh University, Bethlehem, Pennsylvania.
- April 27-May 8—British Industries Fair, London and Birmingham, England.
- May 18-22—National Materials Handling Exposition, Convention Hall, Philadelphia, Penn.
- June 10-12—Southern Wholesale Confectioners Ass'n, Jung Hotel, New Orleans, Louisiana.
- June 14-18—National Confectioners' Ass'n, Waldorf-Astoria Hotel, New York.
- June 14—Associated Retail Confectioners, 33rd annual convention, New York.
- August 2-6—National Candy Wholesalers Association, Conrad Hilton Hotel, Chicago.

• The American Association of Candy Technologists, in cooperation with the Pennsylvania Manufacturing Confectioners Association, will sponsor a Sanitation Seminar, to be held on Tuesday, September 15, 1953, at the Penn-Sheraton Hotel, Philadelphia, Pennsylvania. This all-day meeting will be devoted to the instruction of candy manufacturers and their personnel on good sanitary practices and procedures in the plant. Fred Jacobson, plant entomologist of Stephen F. Whitman & Son, Inc., Philadelphia, will be chairman of the meeting.

• Tresper Clark, chief chemist of Rockwood & Co., New York, will speak before the Manufacturing Confectioners' Association of Baltimore, Maryland, January 7, 1953. His subject will be, "Sidelights on the History of Chocolate," in which he will tell of some of the interesting things discovered by investigators whose primary interests were history and anthropology rather than chocolate.

### American Association of Candy Technologists

#### Section Meeting Schedule

**Boston Section** - D. G. Mitchell, Secretary  
 January 13, 1953 - Dinner meeting  
 February 10, 1953 - Dinner meeting  
 March 10, 1953 - Dinner meeting  
 April 14, 1953 - Dinner meeting  
 Smith House, Memorial Drive, Cambridge, Massachusetts

**Chicago Section** - Ed. Heinz, Secretary  
 January 20, 1953 - Dinner Meeting - speaker: R. H. Goodenote  
 February 17, 1953 - Dinner Meeting - speaker: Shelby T. Grey  
 March 17, 1953 - Dinner Meeting - speaker: Lloyd E. Slater  
 April 15, 1953 - Dinner Meeting  
 May 19, 1953 - Dinner Meeting  
 Furniture Club, 666 Lake Shore Drive, Chicago

**Philadelphia Section** - Hans F. Dresel, Secretary  
 Dates for dinner meetings to be set later.  
 September 15, 1953 - Full Day Sanitation Seminar at the Penn-Sheraton Hotel, Philadelphia

**New York Section** - Edward W. Meeker, Secretary  
 January 8, 1953 - Dinner Meeting  
 February 12, 1953 - Dinner Meeting  
 March 12, 1953 - Dinner Meeting  
 April 9, 1953 - Dinner Meeting  
 May 14, 1953 - Dinner Meeting  
 Busto's Restaurant, 11 Stone St., New York City



## A Letter to the Trade Press

December 26, 1952  
Canton, Ohio

Gentlemen:

The peak of our holiday business arrived later than usual this year. Several reasons contributed to this, including the reluctance of many retailers to place future orders during the period of the steel strikes and industrial unrest. Perhaps political and other uncertain aspects also had their effect.

While we were engaged in this almost unprecedented "last minute rush" just two weeks or so before the Christmas holiday, several requests reached the desk of the writer from the Trade Press asking for statements and any possible prognostications relative to prospective business for 1953. It was just impossible to give adequate attention to these during this rush period which lasted right up to the day before Christmas.

Since we now have time for a bit of reflection, I feel that the mutual welfare of the industry might be better served by posing several basic questions to stimulate the thinking of all concerned, rather than to project immediate personal opinions which might be right or wrong.

These questions might serve as the basis for trade press forums extending over a period of some time and inviting the thinking and expressions of all concerned. The answers could well contribute toward clearing some of our present confusion. They might point the way to certain convention program phases or be used otherwise.

Is the distribution of confectionery products in this country important enough to warrant exclusive wholesale candy distributors?

Can candy be better sold and merchandised if we regard it as a "side line" product?

Is the status of certain segments of the candy manufacturing industry such that it is forced to resort to indiscriminate methods of distribution rather than to establish major over-all policies?

Are manufacturers' budgets properly balanced to provide for methodical merchandising and distribution costs as well as production costs?

Are potential profits of candy wholesalers sufficient to either hold present capital invested in the wholesaling business or to attract needed new capital and personnel to do a satisfactory job?

To what extent do our present methods tend to build for monopoly either at manufacturer or consumer levels?

Can wholesaling channels provide for economy in the distribution of candy products?

Sincerely yours,

E. J. McCoy

(The M.C. is reprinting Mr. McCoy's complete letter, and would like to hear from the readers as to their reactions of Mr. McCoy's proposals. And if you have the answers to the questions asked, we'd like to know them.)



(photograph by Iana Hobbs)

"...And then you introduced the boss to the man selling \*B\*B\* chocolate...and then he made you a junior vice-president... Hubert, you're wonderful!"

**BLUMENTHAL BROS. CHOCOLATE CO.**

Margaret & James Sts., Phila. 37, Pa.



## COOPER-STYLED FOLDING BOXES MAKES CUPID TIME —CANDY TIME . . .



Write or Wire  
Dept. "M" for  
Illustrated  
Price List.

**COOPER**  
PAPER BOX CORPORATION

Dept. "M"

Buffalo 4, N. Y.

# Distribution • Sales • Advertising

*"At the recent National Confectioners' Convention, the buyer for one of our largest syndicates was on a panel and made the statement that his greatest concern is to buy better quality, that price is secondary. That's a good trend in the candy business. It is a good objective for every candy salesman."*

W. C. Dickmeyer  
"Common Sense in Candy Selling"  
Wayne Candies, Inc., Fort Wayne

● The "Salesmanager's Guide to Balanced Selling Training," a small volume containing 45 topics on sales and merchandising, is proving to be one of the most popular volumes being distributed, according to a spokesman for the Joint Committee on Distributive Education for the Confectionery Industry. Sponsored jointly by the National Confectioners' Association and the National Candy Wholesalers Association, the Committee is distributing this and other material and assistance on request. All of the merchandising principles discussed in this guide are based on the actual experiences of wholesalers who have successfully used them. The Salesmanager's Guide, which was prepared as a supplement to the Balanced Selling Training Course, was edited by C. M. McMillan, NCWA secretary, and is available at \$2 per copy from NCWA headquarters.

● Ferrara Confectionery Company has appointed Admiral Advertising Agency, Inc., New York, to handle its advertising and merchandising. The Company is a newcomer as a national advertiser, although it has been active in the New York area for 60 years. A new confection called "Ferrara's Honey Nougats" will be the product on which the major advertising effort is to be concentrated.

● H. Raj & Co., manufacturers' representatives, located at 93 Princess Street, Bombay, India, are interested in contacting confectionery manufacturers in the U. S. A., and obtaining samples and prices of products.

● Spangler Candy Co. has a new package for their popular Hickok Honey Comb Chocolate Chip in the eight-ounce size. The laminated foil boat is divided into four sections, and provides greater eye appeal as well as additional protection for the Chips.

● Martha Washington Candy Co. of Chicago, has just opened its first Dayton retail sales outlet. The new store is located at 439 Salem Avenue.

● Edgar S. Hamilton has joined B. L. Robbins, manufacturers' representatives, located at 1200 West 9th St., Cleveland, Ohio.

● Chunky Chocolate Corporation is sponsoring Dick Tracy, the famous detective program, over Boston and New York TV stations.

● Cadbury-Fry (America) has announced a special bonus plan for jobbers, aimed at promoting more sales for the Dairy Milk Bar. For every box placed on retail counters, jobber salesmen receive 20 cents. In addition the jobber received 5 cents for every box placed by his salesmen.

● Rockwood & Co. has introduced "Rocklets," a new line of chocolates. The new candy is foil-wrapped flavored chocolate cups, packed in cellophane bags. Net weight of each unit is 4 ounces.

● Lovell & Covel has a new pin-up pride in its "Candy Cupboard" window display. Besides the Candy Cupboard box lid and the tray full of assorted chocolates, the display contains all the mouth-watering ingredients which go to make up the candy.

● Gold Medal Candy Corporation's Magic Clown has returned to NBC Television for the 4th consecutive year. In a statement announcing the Clown's return to TV, Tico Bonomo, Advertising Manager of the Gold Medal company, said that Bonomo's Turkish Taffy would be featured on the show, along with Peanut Brittle and Korday Hard Candies.

● Brandle and Smith, division of Luden's, Inc. are introducing three multicolor lithographed metal cans for its line of filled-center hard candies. The "Ole South" container is intended for year-round use, and the "Holly" and "Holly with Santa" cans will be featured during the holiday season.

● The Southern California Unions of the Bakery & Confectionery Workers' International Union of America sponsored an outstanding exhibit at the Los Angeles County Fair in Pomona, California. Every type of bakery and confectionery product manufactured by the union workers was represented in the exhibit set up in the Radio Television Building.

● Proctor A. Coffin, Sales Promotion Manager of New England Confectionery Co., in a talk before the Boston Chapter of the American Marketing Assn. described his company's conversion technique from the five-cent to the ten-cent candy bar. In line with the experience they had, Mr. Coffin claimed the nickel price should be abandoned by the candy manufacturers and the ten-cent price be made standard. However, he felt the change would have to be made gradually, because the extreme decentralization of the industry blocks any swift conversion.

● The Cook Chocolate Co. in Chicago has had tremendous success with their colossal candy bars. More than 200 bars weighing 25 pounds each have been packed in special personalized cartons and sold for \$50. Most of them are being bought by

• **Jianas Brothers Candy Company** has leased a new building at 4232 Troost Avenue, Kansas City, Missouri, and by so doing has acquired more than five times its former space at 3415 Main Street. The move climaxes an expansion program begun in 1946. Equipment now available will permit vacuum packaging of candies as well as the manufacture of various types of old fashioned candies.

• **According to a recent AP dispatch from Tokyo**, Emperor Hirohito goes for American chocolate bars in a big way. During the early days of the Allied occupation when chocolate bars were non-existent on the legal Japanese market, the Emperor's cook had difficulty, but he managed to "obtain" the bars for his employer.

• **The National Confectioners' Association** bulletin for September-October advises that the Quartermaster Corps of the U. S. Army has issued its specifications for candy and chocolate confections. Manufacturers interested in supplying candy for military use can secure a copy of Specification MIL-C-10928A dated August 12, 1952, by contacting the Specifications Office, Food and Container Institute, U. S. Quartermaster Depot, 1819 West Pershing Road, Chicago 9, Illinois.

• **Jolly Rancher, Inc.**, has opened two new stores in Colorado, one in Evergreen, and the other in Denver at East Fourteenth and Krameria, according to a recent announcement made by Bill and Dorothy Harmsen, owners. The company started at Golden, Colorado, with a single store, but has since incorporated. Jolly Rancher candies and ice cream have been offered to drug stores on an exclusive franchise basis.

• **Spangler Candy Company** has announced a new representative in the northwest territory covering Minnesota, North and South Dakota. He is Mr. Kenneth E. Wise, 4707 Camden Road, N., Minneapolis, Minnesota.

• **The Chicago Quartermaster Depot**, in its request for bids dated December 2, listed 2,020,000 starch jelly bars.

• **Mr. John Feinstein** resigned recently as Sales Manager of the Schutter Candy Company. Mr. Feinstein is planning an extended Florida vacation before announcing his future plans.

• **The Fanny Farmer Candy Shops** offered traditional old-time Christmas candies gaily packaged for every member of the family. Wrapped especially for the recent holiday consumer buying, the packages were planned as Yuletide gifts for everyone.

• **The National Valentine's Day Council** is making early plans for the "biggest selling event between Christmas and Easter," according to a recent announcement. The Council, organized four years ago for the purpose of coordinating the various enterprises which can benefit from the event, maintains offices at 350 Fifth Avenue, New York City. Display and point-of-sale material which has been developed, may be ordered by contacting that address.

# Confectionery Brokers

## New England States

### JESSE C. LESSE CO.

Confectionery  
Office and Sales Room  
161 Massachusetts Ave.  
BOSTON 15, MASS.  
Territory: New England

## Middle Atlantic States

### JAMES A. BRADY CO.

412-13 Scranton Real Estate Bldg.  
SCRANTON 9, PENN.  
Phone 7-2222  
Concentrated coverage of the  
candy and food trade in N. E.  
Penn. "The Anthracite"

### MANNY MILLER

246 So. 46th St.  
PHILADELPHIA 39, PENN.  
Specialist with the Super Market  
& Wholesale Grocery Trade for  
Nineteen years, in this Concentrated  
Area.

### HERBERT M. SMITH

318 Palmer Drive  
NO. SYRACUSE, NEW YORK  
Terr: New York State

### IRVING S. ZAMORE

2608 Belmar Place  
SWISSVALE, PITTSBURGH 18, PA.  
29 Years Experience  
Terr: Pennsylvania, excluding  
city of Philadelphia

## South Atlantic States

### JIM CHAMBERS

Candy Broker  
84 Peachtree Street  
ATLANTA 3, GEORGIA  
Terr: Ga., Ala., and Fla.

### IRVIN P. NORRIS

Manufacturing Representative  
Austin Circle  
DECATUR, GEORGIA  
Candy—Novelties—Package Foods  
Territory: Ga., Fla., Ala. & Tenn.

### W. M. (BILL) WALLACE

Candy and Specialty Items  
P. O. Box 472—111 Rutland Bldg.  
DECATUR, GEORGIA  
Terr: Ga. & Fla.  
Thorough Coverage

### SAMUEL SMITH

2500 Patterson Ave. Phone 22318  
Manufacturers' Representative  
WINSTON-SALEM 4, N. CAROLINA  
Terr: Virginia, N. Carolina,  
S. Carolina

### ROY E. RANDALL CO.

Manufacturers' Representative  
P. O. Box 605—Phone 7590  
COLUMBIA 1, SO. CAROLINA  
Terr: No. & So. Carolina  
Over 25 years in area

### WM. E. HARRELSON

Candy & Allied Lines  
5308 Tuckahoe Ave.—Phone 44280  
RICHMOND 21, VIRGINIA  
Terr: W. Va., Va., N. & S. Car.

### BUSKELL BROKERAGE CO.

1135 East Front Street  
RICHMOND, VA.  
Contact Wholesale Groceries, Candy  
Jobbers and National Chains  
Terr: Va., W. Va., Eastern Tenn.,  
and Eastern Kentucky

## East No. Central States

### G. W. McDERMOTT

100 North Raymond St.—Phone 382  
MARINETTE, WISCONSIN  
Terr: Wisc. & Upper Mich.—covered  
every five weeks.

### ROGER EITTLINGER

Phone Townsend 8-5369  
16525 Woodward Ave.  
DETROIT 3, MICHIGAN  
Terr: Entire state of Michigan

### BERNARD B. HIRSCH

1012 N. 3rd St.  
MILWAUKEE 3, WISCONSIN  
Terr: Wis., Ia., Ill. (excluding Chi-  
cago) Mich. (Upper Penn.)

### IRWIN R. TUCKER COMPANY, INC.

308 W. Washington Street  
Chicago 6, Illinois  
Complete Coverage of Chicago  
Market

### H. K. BEALL & CO.

308 W. Washington St.  
CHICAGO 6, ILLINOIS  
Phones RANDolph 1618-1628  
Territory: Illinois, Indiana,  
Wisconsin  
25 years in the Candy Business

### ARTHUR H. SCHMIDT CO

815 Erieside Ave.  
CLEVELAND 14, OHIO  
Terr: Ohio. Member Nat'l. Conf.  
Salesmen Ass'n.  
Buckeye Candy Club

## East So. Central States

### R. HENRY TAYLOR

Candy Broker  
Box 1456—Phone 4-2763  
LEXINGTON, KENTUCKY  
Territory: Kentucky and Tennessee

### FELIX D. BRIGHT & SON

Candy Specialties  
P. O. Box 177—Phone 8-4097  
NASHVILLE 2, TENNESSEE  
Terr: Kentucky, Tennessee, Ala-  
bama, Mississippi, Louisiana



# Confectionery Brokers (Cont'd)

## East No. Central States (cont'd)

### J. L. FARRINGER CO. FRANKLIN, TENNESSEE

Established 1924  
Territory: Tenn., Ky., and W. Va.  
3 Salesmen covering territory

### AUBREY O. MAXWELL CO.

91 Franklin St.  
NASHVILLE 3, TENN.  
Manufacturers Sales Agent  
Territory: Middle Tennessee

## West No. Central States

### ELMER J. EDWARDS CANDY BROKERAGE

3532 31st Ave. So.  
MINNEAPOLIS 17, MINN.  
Phone: Pa. 7659  
Terr: Minn., N. & S. Dak.—Special  
attention given to Twin City trade

### GRIFFITHS SALES COMPANY

725 Clark Ave.—Phone GA. 4979  
SAINT LOUIS 2, MISSOURI  
We specialize in candy and  
novelties.  
Terr: Mo., Ill., and Kan.

## West So. Central States

### JAMES A. WEAR & SON

P. O. Box 27  
BALLINGER, TEXAS  
Personal Representation  
Territory: Texas

## Mountain States

### AR-N-TEX

P.O. Box 1442  
ALBUQUERQUE, NEW MEXICO  
Brokers of Fine Candies  
and  
Interesting Novelties  
We believe in "detail" work  
Three Men covering:  
West Tex., N. M., Ariz., Colo., Utah

### JERRY HIRSCH

Manufacturers' Representative  
Candy and Specialty Items  
4111 E. 4th St.

### TUCSON, ARIZONA

Territory: Arizona, New Mexico  
& El Paso, Texas

### CAMERON SALES COMPANY

3000 Monaco Parkway  
Denver, Colo.  
Dexter 0881

Candy & Allied lines. More than ten  
years coverage of Colo., Wyoming,  
Mont., Idaho & Utah

## G & Z BROKERAGE COMPANY

New Mexico—Arizona El Paso  
County Texas

### P. O. Box 227 ALBUQUERQUE N. Mex.

Personal service to 183 jobbers,  
super-markets and department  
stores. Backed by 26 years ex-  
perience in the confectionery field.  
We call on every account person-  
ally every six weeks. Candy is  
our business.

### KAISER MICHAEL

Broker  
Manufacturers' Representative  
"Worlds Finest Candies"  
911 Richmond Drive, S.E.

### ALBUQUERQUE, NEW MEXICO

Terr: New Mexico, Arizona & El  
Paso, Texas area

## Pacific States

### MALCOLM S. CLARK CO.

1487 1/2 Valencia St.  
No. Cal., Nev., & Hawaii  
SAN FRANCISCO 10, CALIF.  
923 E. Third St.—Southern California  
LOS ANGELES 13, CALIF.

Terminal Sales Bldg.  
Wash., N. Idaho  
SEATTLE 1, WASH.

903 Park Road  
Ariz., New Mex., W. Texas  
EL PASO, TEXAS

### HARRY N. NELSON CO.

112 Market St.  
SAN FRANCISCO 11, CALIF.  
Established 1906  
Sell Wholesale Trade Only  
Terr: Eleven Western States

### I. LIBERMAN

SEATTLE 22, WASHINGTON  
Manufacturers' Representative  
1705 Belmont Avenue  
Terr: Wash., Ore., Mont., Ida.,  
Utah, Wyo.

### GEORGE R. STEVENSON CO.

Terminal Sales Building  
SEATTLE, WASHINGTON  
Territory: Wash., Ore., Ida., Mont  
Over 20 years in this area.

### RALPH W. UNGER

923 East 3rd St.  
Phone: Trinity 8282  
LOS ANGELES, CALIFORNIA  
Terr.: Calif., Ariz., N. Mex.,  
Hawaiian Islands

### GENE ALCORN & CO.

1340 E. 8th Street  
LOS ANGELES 21, CALIFORNIA  
383 Brannan Street  
SAN FRANCISCO 7, CALIFORNIA  
Territory: State of California

• Wm. P. Stone, formerly with the Bowman Dairy Co., Chicago, has been added up to the Chicago Sales staff of the Chase Candy Co., according to an announcement made by W. A. Yantis, Director of Sales.

• Barton's Bonbonniere has expanded its Sweet-of-the-Month Club gift operations to provide nine such set-ups, including one for children, known as the Kid Bits Club. There are combinations offering a different box of Barton's candy each month and large gifts at Christmas, and one covering the four important holidays throughout the year.

• Frank H. Fleer Corp. is now packing its Dubble Bubble gum in export boxes printed in four languages—English, French, Spanish and Arabic.

• Fred W. Amend Company cashed in the popular Spike Jones' recording during the recent holiday season. More than 2000 "Chuckles Six-Packs" were mailed individually to top disc jockeys all over the country. Each package carried a printed card with the words: "You'll get plenty of Chuckles from the new Spike Jones record 'I Saw Mommy Kissing Santa Claus.'"

"Hail The Champ," is again being sponsored by the Fred W. Amend Co. Starting the first of the year the program began selling Chuckles over an enlarged ABC network of stations which covers most of the principal markets of the midwest and eastern seaboard.

• Community Industries, Sullivan, Illinois, submitted the low bid to the Chicago Quartermaster Purchasing Division, for 2,020,000 Starch Jelly Bars on Invitation to Bid QM 11-009-53-466.

• Harry G. Schierholz & Co., 4701 West Fullerton Avenue, Chicago, have been appointed brokers in the Chicago area for Sun Maid Raisins Growers of California for all packaged and bulk goods.

• McAndrews & Forbes Company, New York, licorice importers, are sending samples of the pure product with outgoing mail. The sample is in wafer form, called Licolets, which are designed for melting in the mouth.

• Laura Secord Candy Shops, Ltd., announced a net profit of \$282,515, equal to 98 cents a share for twelve-month period ending September 30. This is compared with \$276,212 or 96 cents a share in the previous fiscal year.

• See's Candy Shops, 90-store California chain, has transferred its advertising to the Geoffrey Wade agency in Los Angeles.

• Candy Pack, Inc., has appointed Wright-Campbell Advertising, to handle its advertising for the coming year. It is expected that spot radio and newspapers will be used.

• Frank E. Ruble has become an officer and partner in the Hurd Brokerage Company, after a merger of the Fred B. Ruble Company with the Hurd company, which became effective late this year. The company will operate from its Denver address, 203 Sugar Building.

• Delicia Chocolate and Candy Manufacturing Company has purchased vacant land and expects to add to the Antin Place Plant in the Bronx.



business executives who are sending them as congratulatory gifts to friends.

- **Peter Paul, Inc.**, at their annual meeting held in October, reported net earnings of \$2.06 per share on 681,403 shares of no par common capital stock during the 1952 fiscal year.

- **American Mint Corporation** is using two sizes of matching yellow, green and white display cartons to introduce their new chlorophyll candy drops and mints. The cartons were designed and made for them by Robert Gair Company, Inc., New York.

- **The October 20 issue of Life Magazine**, in a four-page article entitled "Incentives Help Insane," covers the use of candy in the treatment of severe mental illness. Assisting in mental therapy is a new horizon for the candy industry. This is another challenge to be added to accomplished facts of the pleasure candy has always given us as a confection.

- **Wallace & Co.** has added another to its line—Coffee Wafer Thins. This addition is the result of almost two years of experimentation, and the company feels they have the answer to pleasure for candy lovers as well as coffee drinkers everywhere.

- **Schutter Candy Co., Chicago**, has appointed Smith H. Cady, Jr. as Sales Promotion and Advertising Manager. The appointment became effective November 1, 1952. Mr. Cady is well known to the candy industry, having served for several years as the director of the Council on Candy for the National Confectioners' Association, and later with Chase Candy Company, St. Louis.

- **Frank H. Fleer Corp.** is executing several special holiday promotions for its Dubble Bubble Gum. This is another step in the company's current sales expansion program. Smart, gay packages designed by Jim Nash, industrial designer, were the beginning of the program.

- **Esther Fine**, who has served as buyer of confectionery items for the F & R Lazarus Department Store in Columbus, Ohio, for the past twenty years, and was given the title "Candy Buyer of the Year" some time ago, doesn't shy away from the big orders. This past Halloween season saw a total of 20,580 pounds of candy disposed of from her department, and her only concern when she saw the pile of stock, was that it wouldn't last through the holiday.

- **Spangler Candy Company** has announced that Kenneth E. Wise, 4707 Camden Road N., Minneapolis, Minnesota, has been made representative of the company, serving the northwest territory covering states of Minnesota, North Dakota and South Dakota.

- **Fanny Farmer Candy Shops** made Thanksgiving Holiday a happy time for the entire family by featuring the old-time Happy Thanksgiving Assortment and Thanksgiving Nutmeats, plus milk chocolate turkeys for the kiddies. And to enhance the dinner of the day, home-style cranberry preserves were offered by the candy shops.

*"Food of the Gods"*  
Quality  
IN  
**Chocolate Coatings**  
BY  
*Ambrosia*  
FOOD OF THE GODS

The scientific name for cocoa is Theobroma cacao from the Greek meaning "food for the gods".

**AMBROSIA CHOCOLATE COMPANY**  
Milwaukee, Wisconsin

#### New Government Bulletins for Employers

The Office of Defense Mobilization, Health Resources Advisory Committee, has issued several pamphlets concerning the health and productivity of the Nation's workers.

These publications contain information particularly useful to the employer because they deal with two major problems that confront him. One of these is how to keep the workers healthy and on the job. Sickness absenteeism in industry accounts for a loss each year of 400-500 million man-days. The establishment of in-plant health services has proven beneficial in reducing this terrific loss in production. The values of such programs are pointed up in the pamphlet entitled "The Worker and His Health."

The employer is also faced with the problem of reducing his labor turnover. In building a stable work force, he can place reliance on the employment of older workers, the handicapped, and women. The job performance records for these groups compare favorably with those of other workers. Frequently, as is particularly true of handicapped workers, their production rates are better, and they stay on the job longer. The tangible contributions of these workers are documented in the pamphlets "The Disabled Can Work," "Production at Any Age," and "A Job for Women."

While the supply of these publications lasts, they may be obtained by writing the Office of Defense Mobilization, Health Resources Advisory Committee, Washington 25, D. C. It is extremely important that everyone cooperates to conserve the country's manpower and utilize all human resources.

## SUPPLY FIELD NEWS

● **Dobeckmun Company** announces the development of a new method of printing cellophane which will effectively solve the problem of dehydration in printed roll film. The new process, called "Normalizing," is a method which controls the moisture content of cellophane while it is being printed.

● **Hugh L. King**, formerly assistant to the president of the R. E. Funsten Company, has been elected President of that company. He succeeds Perry A. Noble, who has been elected Chairman of the Board. A. H. Kolmer, formerly vice president, has been elected to the position of Executive Vice President.

● **Fritzsche Brothers of Canada Limited**, is moving shortly from 77-79 Jarvis Street, its present location, to its modern new building being erected at 81 Northline.

● **Dr. Robert C. Hockett**, former scientific director of the Sugar Research Foundation, Inc., has recently become associated with Arthur D. Little, Inc., Cambridge, Mass., consulting research and engineering firm.

● **The Division of General Education, New York University's School for adults**, is offering a unique course during its 1952 Fall term. The course in Aromatics: Perfume and Flavor Evaluation and Blending is intended for those working with flavored and perfumed products including confection, baked goods, tobacco, beverage, etc.

● **P. C. Magnus**, president of Magnus, Mabee and Reynard, Inc., announces the appointment of Harold A. Olson to the Chicago sales staff of the company. The Chicago Office, located at 221 North LaSalle Street, is under the supervision of A. R. Jensen, General Manager.

● **Oakite Products, Inc.**, presented Mr. L. T. Prince, of the company's technical field organization, the D. C. Ball Award for Distinguished Service. The award, in the form of a bronze plaque, is presented annually to the member of the firm's nationwide field organization adjudged to have rendered the most outstanding service to industry during the year. The award is given in memory of David Clifton Ball, pioneer in industrial cleaning procedures, and founder of the Oakite company.

● **Robert Gair Company, Inc.**, through its vice president in charge of the boxboard division, Herman Whitmore, announces the appointment of George J. Tooker as division manager of their Natick, Massachusetts, Boxboards Division.

● **The Plas-ties Company**, Santa Ana, California, has developed a new bag closure which should be of major interest to packagers in plastic and cellophane bags. It is a Vinyl plastic covered wire that makes a positive airtight closure with a twist of the fingers.

● **Cellu-Craft Products Corporation**, Flushing, N. Y., has designed and produced two new printed cellophane bags for "Hon-E-Seed" and "Oriental Style Jellies," products of Independent Halvah & Candies, Inc., Brooklyn.

● **Henry H. Ottens Manufacturing**, Philadelphia, has elected George C. Robinson as president. The firm, founded in 1884, manufactures and distributes flavors, concentrates, colors, and other specialties.

● **Polak & Schwarz, Inc.** has now completed removal of their main manufacturing facilities in this country to Teterboro, New Jersey. The old factory site in Guttenberg, New Jersey, will be kept as a supplementary plant and warehouse. The company announces that the new plant is just one of the many projects planned in their continuing expansion program.

● **The National Sugar Refining Company**, has purchased a three-acre tract of land in Cleveland on the Cuyahoga River. It is expected that work will begin shortly to erect a refined sugar warehouse on the site.

● **Dr. Henri F. Logcher**, Export Manager for Magnus, Mabee and Reynard, Inc., sailed on October 24, for a two-month business trip and survey of Central and South America. Dr. Logcher will study essential oil markets, needs and conditions in Mexico, Central America, Colombia, Ecuador and Peru.

● **Durkee Famous Foods Division of The Glidden Company** has appointed two executives to new positions. Harry S. Davis was named assistant manager at Elmhurst, responsible for refinery operations, and Robert W. Wolfe was appointed sales manager for Elmhurst vegetable oil products.

### BAGS ROLLS SHEETS

We manufacture cellophane and polyethylene bags, rolls, and sheets. Plain or printed, low cost, guaranteed quality, prompt delivery. Samples and prices on request.

"To Sell Well  
You Must Bag Well"

**BAGWELL, Inc.**

172-02 39th Ave., Flushing 58, N. Y.  
Tel. Flushing 8-1644

### CODE DATERS NAME MARKERS PRICERS

**Gummed Tape Printers  
For The Candy Industry**

Write for information

**KIWI CODERS CORP.**

3804-06 N. Clark St., Chicago 13, Ill.



## The MANUFACTURING CONFECTIONER'S *Clearing House*



### MACHINERY FOR SALE

**CANDY MAKING EQUIPMENT**—16" National Enrobers (2), 40' tunnels, Cold Tables and Bottomers; 500 lb. Dough Mixer and Motor; Werner Syrup Cooler; 5' Ball Beater and Motor; Savage Marshmallow Beater, Pulley Drive; Wooden Mogul and National Depositor; National Depositor, 10-12-15-16-17-20 and 24 Pump Bars; No. 17 Hydroséal Pump Bar; No. 24 Hydroséal Pump Bar; Copper Pre-melt Cream Kettles (2), with agitators; Copper Cooking Kettles; (2), no agitators; 1400 Starch Boards and Colseth Truck; Mills Marshmallow Beater, Pulley Drive; Hand Copper Kettles, 25 to 200 lb.; 7" Batch Rollers (2) and Motors; 6" Batch Roller and Motor; Mills Drop Machine, rolls, belts and Motor; Scholl Drop Machine, rolls, belts and Motor; Mills Cut Rock Cutter (new); Drop Frames; Crimp Braid Hand Machines; Brass Rolls; Butter Cup Cutters—1/2" to 1-3/4"; Racine Caramel Cutters (3) and Motors, extra knives and spacers; Mills Nougat Cutter and Motor, on roller skid; 40' Steam Hose, good; Wood Trays (40), 16"x30"x4"; Wood Trays (70), 16"x30"x2-1/2"; Sizer and Motor; 10x14 Hand Dipping Boards (1000); 4-Pot Mills Copper Bon Bon Pots (2), tables with individual switches and table switches; Air Conditioner and Coils for brine system; Drum up-end Truck; Hand Printer; Many Mold Boards for Starch; Hard Candy Thermometers, 380-400, long and short stems; 90 lb. Steel Peanut Bar Roller; Various Small Hand Tools for Caramel and Hard Candy; 16" Sieves (12); Cane Cutter, Hand. **Weaver, Costello & Co., Inc., 230-232 Blvd. of the Allies, Pittsburgh 22, Pennsylvania.**

**FOR IMMEDIATE SALE:** Newest Type National Equipment M-100 Mogul, with D-100 Depositor, Hydro-Seal Pump Bar, Harmonic Motion; Currie Automatic Starch Tray Loader and Currie Stacker; Latest type Hapman Starch Conveyor; Allis-Chalmers Low-Head Sifter. Box 1223, **The MANUFACTURING CONFECTIONER.**

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**MACHINERY FOR SALE:** Large quantity good used chocolate, cocoa and Candy Machinery, including Roasters, Refiners, Liquor Mills, Cocoa Presses, Cocoa Press Pumping Equipment, Mixing and Tempering Kettles; also Peanut Butter Equipment. Reasonable Prices. This is a partial list. Send us your inquiries. Advise us what you may have for sale. Chocolate & Candy Machinery Division, Plastic Machinery Exchange, 426 Essex Avenue, Boonton, N. J.

**PRACTICALLY BRAND NEW National Equipment Streamlined 24" and 34" Enrobers,** with automatic Feeders, Bottomers, Temperature Controls, individual refrigerated Cooling Tunnels, Packing Tables. Less than 3 years old. Box 1224, **The MANUFACTURING CONFECTIONER.**

**GREER 24" COATERS,** Practically Brand New, with automatic Feeders, Bottomers, Temperature Controls, refrigerated Cooling Tunnels, 90 degree Turntable, Packing Tables. Less than 3 years old. Have seen little service. Box 1225, **The MANUFACTURING CONFECTIONER.**

**MACHINERY**—U. S. Automatic Cartoning Machines; latest type Hohberger Cream Machine; LP-3 Pop Wrapper; Cell-O-More Pop Wrappers; Lynch Wrap-O-Matic; Palmer Box Machines, lock type; 350-gallon Gum Kettle; 32" Enrober. Box 131, **The MANUFACTURING CONFECTIONER.**

**FOR YOUR PLANT**—Charms Straight Sugar Cooker; 32" N.E. Coater; Huhn Dryer and Cooler; National 1000-lb. Syrup Coolers; Simplex Steam Vacuum Cooker; 1 FA-3 with 4 changes; Instant Fondant Machine. Box 132, **The MANUFACTURING CONFECTIONER.**

**GOOD EQUIPMENT**—Peerless Plastic Machine with 3 sets of dies; Hohberger Giant Size Hard Candy Cooker; Triangle Bag Filler, double spout; D. F. Wrapper; Werner Ball Machine; Gas Fire Vacuum Cooker. Box 133, **The MANUFACTURING CONFECTIONER.**

**RECONDITIONED WEIGHERS:** Factory conditioned weighing and filling machines. All units in operating condition and attractively priced.

**Triangle Package Machinery Co.**  
6633-55 Diversey Ave., Chicago 35, Ill.

**HUHN STARCH DRYER AND COOLER,** less than 3 years old. Complete with full equipment. Installed to operate with Mogul. Box 1222, **The MANUFACTURING CONFECTIONER.**

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**MODEL K KISS WRAPPER,** Package Machinery Co., with fan-tail twist ends. Box 1227, **The MANUFACTURING CONFECTIONER.**

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**CANDY MAKER**—36 years' experience, looking for a position with all around pan work, also chocolate pan work, chewing gum, jaw breakers, etc. Presently employed. Produces high quality work. East Coast preferred. Box 134, **The MANUFACTURING CONFECTIONER.**

### SALES LINES WANTED

**LINES WANTED:** Broker covering Pennsylvania excluding Philadelphia, open for line or specialty items. Call on jobbers, chains, super markets and vendors. Over 25 years experience, large personal following with trade. Box No. 136, **The MANUFACTURING CONFECTIONER.**

### BUSINESS OPPORTUNITIES

#### ROGALLS OF ENGLAND—

are desirous of introducing their toffee products to the American market, and would welcome inquiries from interested selling organizations, who have facilities for handling and distributing throughout America of first-class confectionery in decorated packages and bulk at extremely competitive prices. Further details upon application to —

**ROGALLS (LEEDS) LTD., LEEDS, ENGLAND**

### VEGETABLE ALBUMEN

Food Manufacturers in Great Britain seek contacts for importation distribution of whipping agent which replaces egg albumen in mazzetta, marshmallows, icings, nougats etc. at prices way below U. S. range of albumen and substitutes. Reply—

Box 135, **The MANUFACTURING CONFECTIONER**



# INDEX TO ADVERTISERS

## In The MANUFACTURING CONFECTIONER

Advertisements of suppliers are a vital part of the industrial publications's service to its readers. The following firms are serving the readers of The MANUFACTURING CONFECTIONER by placing their advertisements on its pages. The messages of these suppliers are certainly a part of the literature of the industry.

Advertising space in The MANUFACTURING CONFECTIONER is available only to firms supplying equipment, materials, and services for the use of confectionery manufacturers. Advertising of finished confectionery products is not accepted.

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### RAW MATERIALS

Ambrosia Chocolate Company ..... 59	Funsten, R. E., Co. .... 54	Pfizer, Chas., & Co., Inc. .... 3rd Cover
American Food Laboratories, Inc. .... Dec. '52	Gunther Products, Inc. .... Nov. '52	Polak's Frutal Works ..... Oct. '52
Blanke-Baer Extract & Preserving Co. .... Sept. '52	Hooten Chocolate Co. .... Oct. '52	Refined Syrups & Sugars, Inc. .... Nov. '52
Blumenthal Bros. Chocolate Co. .... 55	Hubinger Co. .... Nov. '52	Solvay Process Division, Allied Chemical & Dye Corporation .... Dec. '52
Burke Products Company, Inc. .... Oct. '52	Kohnstamm, H., & Company, Inc. .... 15	Southern Pecan Shelling Company .... 19
California Almond Growers Exchange ..... 13	Magnus, Mabey & Reynard, Inc. .... Nov. '52	Specs Company ..... 10
Camp, Wm. A., Co., Inc. .... Aug. '52	Merckens Chocolate Co., Inc. .... 20	Staley, A. E., Mfg. Co. .... Dec. '52
Clinton Foods, Inc. .... 8	Monsanto Chemical Co. .... 11	Stange, Wm. J., Co. .... 51
Corn Products Refining Company, Inc. .... Dec. '52	National Aniline Division, Allied Chemical & Dye Corporation .... Nov. '52	Sterwin Chemicals, Inc. .... 2nd Cover
Dodge & Olcott, Inc. .... 16	National Sugar Refining Co., The .... Sept. '52	Sugar Information, Inc. .... 7
Durkee Famous Foods ..... Sept. '52	Nestle Company, Inc., The .... Nov. '52	Sunkist Growers ..... 14
Felton Chemical Company, Inc. .... Dec. '52	Neumann-Buslee & Wolfe, Inc. .... 45	Union Starch & Refining Co. .... Nov. '52
Florasynth Laboratories, Inc. .... 6	Norda Essential Oil and Chemical Company, Inc. .... 4th Cover	Van Ameringen-Haebler, Inc. .... 3
Fritzsche Brothers, Inc. .... 4	Nulomoline Division ..... Oct. '52	Wilbur Suchard Chocolate Company, Inc. .... 12
	Penick & Ford, Ltd., Inc. .... 53	Wood & Selick ..... July '52

### PRODUCTION MACHINERY AND EQUIPMENT

Acme Coppersmithing Co. .... Oct. '52	Corrigan, J. C., Co., Inc. .... 38	Radio Corporation of America .... Dec. '52
Allmetal Chocolate Mold Co. .... Nov. '52	Currie Machinery Company ..... 32	Savage Bros. Co. .... 33
American Machine & Foundry Co. .... Nov. '52	Economy Equipment Co. .... Dec. '52	Savage, Robert E., Company .... Dec. '52
Baywood Manufacturing Co., Inc. .... 34	Electric Auto-Lite Co., The .... Nov. '52	Schutz-O'Neill Company ..... 34
Bridge Food Machinery Company Nov. '52	Goddard, J. Allan, Ltd. .... Dec. '52	Sheffman, John, Inc. .... 25
Burrell Belting Co. .... 37	Green Mfg. Co. .... 39	Standard Casing Co., Inc., The .... 38
Carle & Montanari, s.a. .... Dec. '52	Greer, J. W., Company .... Dec. '52	Stehling, Chas. H., Co. .... 30
Fred S. Carver, Inc. .... Nov. '52	Lehmann, J. M., Company, Inc. .... Dec. '52	Union Confectionery Equipment Co. .... Dec. '52
Chocolate Spraying Co. .... Dec. '52	National Equipment Corporation .... Dec. '52	Vacuum Candy Machinery Co. .... 29
Cincinnati Aluminum Mould Co. .... 34	Racine Confectioners' Machinery Co. .. 29	Voss Belting & Specialty Co. .... 40
Confection Machine Sales Co. .... Oct. '52		

### PACKAGING SUPPLIES AND EQUIPMENT

Amsco Packaging Machinery Inc. Dec. '52	Heekin Can Co., The .... Dec. '52	Milprint, Inc. .... Dec. '52
Bagwell, Inc. .... 60	Hinde & Dauch ..... 50	Olive Can Company ..... 9
Cooper Paper Box Corporation ..... 55	Hudson-Sharp Machine Co. .... 49	Package Machinery Company ..... 31
Crystal Tube Corp. .... Nov. '52	Ideal Wrapping Machine Company .... 36	Riegel Paper Corp. .... Nov. '52
Diamond Cellophane Products ..... 61	Industrial Packaging Co., Inc. .... Nov. '52	Self-Locking Carton Co. .... Aug. '52
Eastern Can Company .... Aug. '52	Jiffy Manufacturing Company .... Aug. '52	Shellmar Products Corporation .... Nov. '52
Empire Box Corporation .... Nov. '52	Kiwi Coders Corp. .... 60	Sweetnam, George H., Inc. .... Nov. '52
Exact Weight Scale Company ..... 41	Lynch Corp., Packaging Machine Division .... Nov. '52	Tait, R. C., Co. .... 60
Gair, Robert, Company, Inc. .... 53	Matthias Paper Corp. .... Dec. '52	Thilmany Paper Co. .... Nov. '52
Hayssen Mfg. Company .... Oct. '52		U. S. Automatic Box Machinery Co., Inc. .... Nov. '52

### OTHER SUPPLIES AND SERVICES

"Controlling Overhead Costs" ..... 23	Manufacturing Confectioner Publishing Co., The ..... 22	Oakite Products, Inc. .... 57
Dow Chemical Company, The .... Dec. '52	Manufacturing Confectioner Publishing Co., The ..... 36	"Text Book on Candy Making, A" ..... 35



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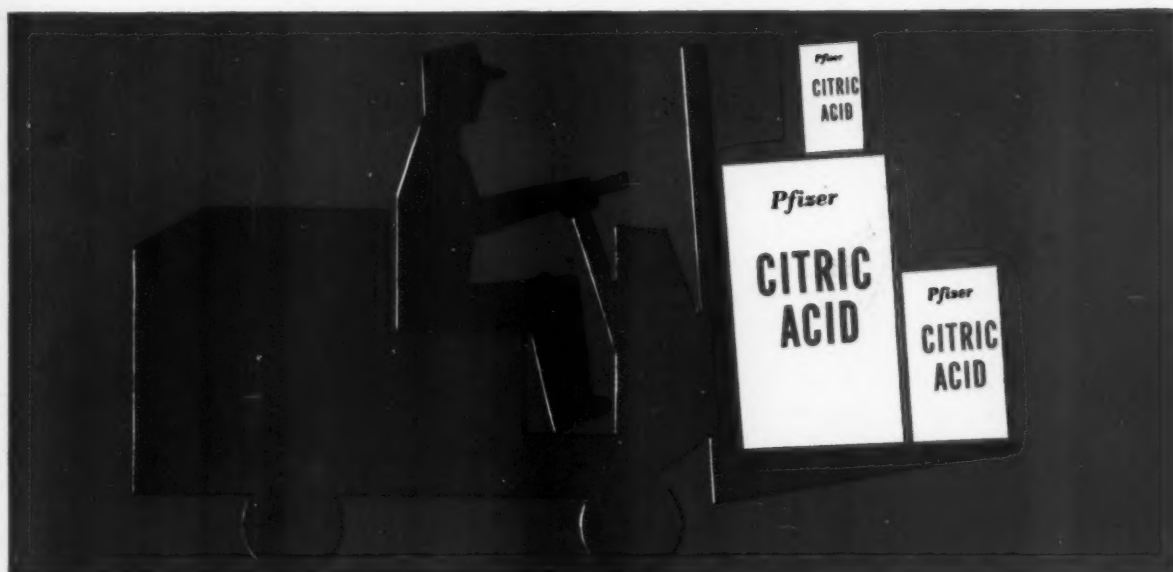
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